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May 5, 2006 Volume 28 Number 18 www.processor.com



Is Biometrics Coming Of Age?

As Devices Get More Affordable, **Data Centers May Start Scanning**

by Elizabeth Millard

ONCE FODDER FOR SCI-FI and spy thrillers, biometrics has matured to the point where even home users can employ a bit of 007 for protecting their laptops. The technology, once considered too expensive for many smaller data centers, can now be utilized with existing access controls to provide an extra layer of security for doors, devices, and servers.

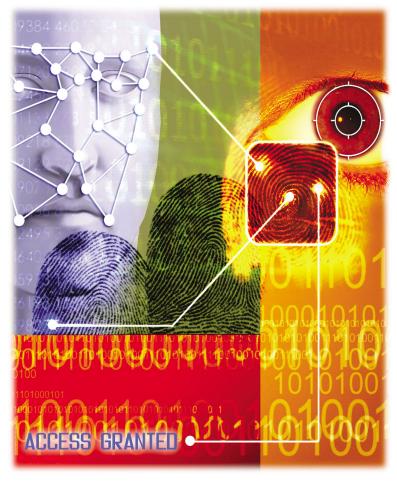
After years of trying to woo enterprises and consumers into utilizing biometrics, it seems the industry is finally taking off, according to the IBG (International Biometric Group). A recent report projected biometric revenue growth from \$2.1 billion this year to \$5.7 billion by 2010. A robust market often draws innovators and developers, and that's good news for small to medium-sized enterprises, thanks to the subsequent competition.

Already, some SMEs are employing at least a smattering of biometrics, usually with fingerprint readers, and as prices drop and technology gets more popular, it

may finally be time for recognition technology to get recognized as an important security tool.

Gathering Steam

A number of biometric manufacturers has emerged in the market, but IBM (www.ibm.com) seems to be leading the charge in particular. Early last year the company announced its ThinkPad T-43, with a reader linked to an embedded security subsystem, and Go to Page 12



Monitoring The Data Center

Tools & Tips For Effectively Keeping An Eye On Things

by Tony Bradley

IN A PERFECT WORLD, servers and applications would be deployed in a data center and simply work as intended, flawlessly, until they were no longer needed. The reality, however, is that servers and applications frequently have issues of one kind or another that affect their ability to function. It is the job of the data center or server administrator to keep a watchful eye on things and make sure that the systems are operational. For smaller companies with

only a handful of servers, an

administrator may be able to just periodically check the status manually. But for larger companies or data centers where there are hundreds of servers and applications to monitor at any given time, the process of monitoring and

Effective monitoring requires planning to identify the processes or functions that need to be monitored.

alerting has to be automated in

Andre Muscat, product manager for GFI, says, "A crucial aspect to protecting a data center is ensuring that all required services are running and performing as expected. . . Most monitoring tools limit their monitoring to a high level. High-level monitoring usually tests just that a server replies to a connection request. In some cases this is not enough because although the server is running, it is possible that subcomponents of it might be malfunctioning. This is why it is essential that a test replicates actual operations of the server to ensure that every stage of the server is running as desired."

What Should You Monitor?

If you monitored every process, function, and event that occurred in a data center, you could be quickly overwhelmed with too much information and

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Biometrics could finally come of age during the next couple of years. What should you be doing now to prepare?

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For data centers with hundreds of servers and applications to monitor, the process of monitoring and alerting has to be automated in some way.

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■ Berkeley Varitronics released a hardware and software RF spectrum analysis package, the Nectar with a BumbleBee Receiver Module and a Pollenator interface.

Device Technologies released the Push-Mount Cable Tie assembly. ■ ElcomSoft introduced the latest version of its Advanced Registry Tracer. ■ EMC introduced EMC Smarts Application Discovery Manager, software for identifying and modeling application behavior.

Good Technology's GoodLink 4.8 is the latest messaging software/ service for deployment of smartphones in the enterprise. ■ Lanier Worldwide launched its LP222cn laser printer, ideal for high productivity in low-volume applications. ■ Panacya unveiled a new version of BoxTone, user-level BlackBerry monitoring and management software. ■ PC Guardian announced its new line of computer and office equipment security devices. ■ Secure Computing's SecureWire is an identity and access management appliance that helps protect networks from unauthorized use and poor configuration.

StorageCraft released ShadowProtect in Server and Desktop Editions.

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Upcoming IT Events

- MAY -

Symantec Vision Technology Conference May 8-11

San Francisco, Calif. www.veritas.com/vision

. Gartner Symposium/ITXpo

May 14-18 San Francisco, Calif. www.gartner.com/2_events /symposium/worldwide.html

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TDWI World Conference Spring 2006 May 14-19 Chicago, III.

www.tdwi.org/education/conferences /chicago2006/index.aspx

> Annual AIIM ON DEMAND Conference & Expo

May 15-18 Philadelphia. Pa. www.aiim.org

Government Technology Conference West 2006

May 15-19 Sacramento, Calif. www.govtech.net/gtc/index.php /GTCWest2006

> Houston ITEC 2006

May 17-18 Houston, Texas www.goitec.com

Detroit ITEC 2006 May 24-25

Detroit, Mich. www.goitec.com

- JUNE -

Gartner IT Security Summit 2006

June 5-7 Washington, D.C. www.gartner.com/2 events /conferences/sec12.jsp

> Dallas ITEC 2006 June 7-8

Dallas, Texas www.goitec.com InfoComm 2006

June 7-9 Orlando, Fla. infocomm06.expoexchange.com

. **ICCA National Conference**

June 9-11 Newark, N.J. www.icca.org/confinfo _june2006.asp

> Microsoft TechEd June 11-16

Boston, Mass. www.microsoft.com/events /teched2006

> CSI NetSec 06 June 12-14

Scottsdale, Ariz. www.gocsi.com

Visit Processor at Booth 429

Gartner Storage Summit 2006 June 12-15 Kissimmee, Fla. www.gartner.com/2_events

/conferences/str22.jsp Indianapolis ITEC 2006 June 14-15

Indianapolis, Ind. www.goitec.com Storage World Conference 2006

June 20-22 Long Beach, Calif. www.storageworldconference.com

Milwaukee ITEC 2006

June 21-22 Milwaukee, Wis. www.goitec.com

Seattle ITEC 2006 June 21-22 Seattle, Wash, www.goitec.com

C3 Expo June 27-29 New York, N.Y.

www.c3expo.com





Intel Plans Reorganization

DECLINING PROFITS and market share caused in part by increased competition from competitor AMD have forced Intel to plan an overhaul—the most significant one at the company in more than 20 years. Intel Chief Executive Paul Otellini says Intel will start making changes immediately, including personnel reductions by attrition, a hiring freeze, and a review of the company's manufacturing costs and weak business units. The company also wants to speed up its chip revamp schedule, adjusting from a five-year cycle to a two-year one. Intel also announced earlier-than-expected delivery dates for its newest processors: Woodcrest, the company's new server chip, will be available in June; Conroe, the next desktop processor, will come in July; and Merom, its new mobile chip, will enter the market in August.

Microsoft Earnings Below Expectations

MICROSOFT HAD REVENUE of \$10.9 billion and earnings of \$2.98 billion, or 23 cents a share, during the most recent quarter. That's below analysts' expectations of more than \$11 billion in revenue and earnings of 33 cents per share. Microsoft's Windows business units had higher sales and profits, but its MSN, Business Solutions, and mobile and embedded devices units saw drops in profits. During the next year, Microsoft plans to invest heavily in services, Xbox production, and its launches of Office 2007 and Windows Vista.

Sun Co-founder & CEO McNealy Steps Down

SUN MICROSYSTEMS announced Scott McNealy, CEO and co-founder of the company, will step down after more than 20 years in the position. Jonathan Schwartz will take on the role of CEO in addition to remaining Sun's president. McNealy will still be a full-time employee as he stays on as Sun's chairman. The news comes as Sun posted its fiscal thirdquarter earnings, reporting revenue growth from \$2.63 billion last year to \$3.18 billion. However, Sun experienced a net loss of \$217 million, or 6 cents a share, compared to last year's \$28 million, or 1 cent per share, loss.

Gateway Posts Loss

DESPITE BEING NAMED the fastest growing U.S. PC vendor during the first quarter of this year according to IDC, Gateway posted a net loss of \$12.3 million, or about 3 cents per share. Analysts had expected the company to post earnings of 2 cents per share. Gateway's revenue increased from \$838 million in the first quarter of last year to \$1.078 billion during the same quarter this year. The company blames the net loss on poor sales in its professional PC division, which had a revenue drop of 4% compared to last year.

Former CEO Of CA Pleads Guilty

CA FORMER CEO Sanjay Kumar, after initially pleading not guilty, has now plead guilty to the charges of securities fraud and obstruction of justice for taking part in a \$2.2 billion accounting scandal at CA. Stephen Richards, a former high-ranking sales executive, also pleaded guilty. Both Kumar and Richards have been charged with a nine-count indictment that includes securities fraud, conspiracy and obstruction of justice, making false SEC filings, making false statements, and perjury. Kumar also faces charges for authorizing a bribe in 2003 of \$3.7 million to keep clients quiet about the firm's illegal accounting activities.

Microsoft Invests In China

MICROSOFT PLANS TO WORK with the National Development and Reform Commission in China in joint ventures and partnerships as the software giant invests \$200 million in software companies in China. Microsoft has also agreed to buy \$700 million worth of Chinese electronics equipment over the span of the next five years. In addition, Microsoft and the lead economic-planning organization in China will be jointly opening a Software Innovation Center to develop new products and train software personnel. These announcements follow a recent agreement between Microsoft and China's Lenovo to preinstall the Windows OS on Lenovo computers manufactured in China.

AMD Recalls Some Opterons

AMD is recalling about 3,000 Opteron processors, saying the processors may not work right under extreme conditions. AMD says the processors "may not meet the designated frequency for their clock-speed rating when running floating-point-intensive, noncommercial applications under extreme conditions." The company says there have been no known reports of problems with the chips, but the problem was noticed in test environments. AMD is working with its OEMs to contact end users who have purchased the problematic processors.

Longhorn Coming In 2nd Half Of 2007

BOB MUGLIA, Microsoft's vice president of servers and tools, announced at this year's Microsoft Management Summit that Longhorn, aka Vista, will most likely ship during the second half of next year. Microsoft had previously said that its next significant Windows server upgrade would come in 2007, but it hadn't specified when. Muglia says the next beta of Longhorn should be available in the near future. Shipping for Microsoft's Systems Center Operations Manager 2007 and Systems

Center Configuration Manager 2007 will not be hindered by Vista delays.

Microsoft Announces New Mobile OS

MICROSOFT HAS ITS SIGHTS set on taking market share away from BlackBerry and Symbian with the announcement of its next mobile device operating system, code-named Crossbow. Crossbow will replace Windows Mobile 5.0 and contain an updated version of Office Communicator, along with strong ties to Office 2007 and Exchange 12 and enhanced push email capabilities. Microsoft declined to offer an expected release date for the new product.

Study Finds Consumers Would Trade **Privacy For Convenience**

ACCORDING TO Unisys' Global Study on the Public's Perceptions about Identity Management, consumers want their privacy protected, but a majority are willing to share personal information if it would increase convenience and they knew the data would be protected. The study surveyed people worldwide to gauge their views on ID management in organizations, including how they feel about new techniques such as biometrics. More than 80% reported convenience is the primary reason they back biometrics.

■ IBM To Give More Money To Shareholders

IBM ANNOUNCED plans to distribute nearly \$2 billion in additional funds to its shareholders in an attempt to improve the company's share price. IBM's quarterly dividend had been 20 cents a share but will increase to 30 cents a share beginning this quarter. IBM's current share price is about \$83. The company has about \$13.7 billion in cash and will use about \$4 billion to buy back company shares.

■ NEC To Merge Units

TO BE A LARGER competitive force in the telecommunications and networking field, NEC plans to combine its NEC USA, NEC America, and NEC Solutions (America) companies to create NEC Corp. of America, whose concentration will be on IT and network systems. For the financial year ended March 31, the three firms' combined sales totaled \$1.3 billion. NEC anticipates growth of 10% in revenue as a result of the merged units.

This information provides a quick glimpse of current and historical stock prices and trends for 16 major companies in the technology market.

Company	Symbol	Year Ago	April 24 \$	May 1 \$	% change from previous week
Avaya	AV	\$8.82	\$10.95	\$11.90	▲ 8.68%
BEA Systems	BEAS	\$7.05	\$13.99	\$13.43	▼ 4%
Computer Associates	CA	\$27.08	\$25.51	\$25.34	▼ 0.67%
Cisco Systems	CSCO	\$17.25	\$20.29	\$20.96	▲ 3.3%
Dell	DELL	\$34.83	\$26.47	\$25.65	▼ 3.1%
Electronic Data Systems	EDS	\$19.54	\$27.15	\$27.59	▲ 1.62%
Google	GOOG	\$219.78	\$440.50	\$398.90	▼ 9.44%
HP	HPQ	\$20.17	\$32.90	\$32.64	▼ 0.79%
IBM	IBM	\$77.05	\$82.11	\$82.23	▲ 0.15%
Intel	INTC	\$23.51	\$18.91	\$19.49	▲ 3.07%
McAfee	MFE	\$20.69	\$24.50	\$26.80	▲ 9.39%
Microsoft	MSFT	\$24.99	\$27.11	\$24.29	▼ 10.4%
Oracle	ORCL	\$11.90	\$14.48	\$14.58	▲ 0.69%
Red Hat Software	RHAT	\$11.24	\$29.67	\$29.92	▲ 0.84%
Sun Microsystems	SUNW	\$3.54	\$4.98	\$4.91	▼ 1.41%
Symantec	SYMC	N/A	\$16.34	\$16.76	▲ 2.57%

NOTE: This information is meant for reference only and should not be used as a basis for buy/sell decisions.

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BUYERS' GUIDE

MARKET WATCH

Email Utilities On The Rise

Because Of Increased Threats, SMEs Turn To New Tools

by Sandra Kay Miller

LONG GONE ARE THE DAYS when only a smattering of messages passed through email gateways.

In-Stat pegs malware and spam as the leading reasons organizations are investing in appliances, software, and hosted security solutions for their email systems. In-Stat estimates by 2009, the email security market will top \$3.7 billion.

ICSA Labs, a division of Cyber-Trust, has been tracking the evolution of malware for 10 years with the release of its annual Virus Prevalence Survey. In its most recent survey, it reported more than 3.9 million virus incidents on more than 900,000 desktops, servers, and perimeter gateways—a 12% increase from the previous year.

A coalition of Internet security firms, known as the Anti-Phishing Working Group, reported a record level of phishing email incidents in the first quarter this year, and the FBI and Internet Crime Complaint Center logged nearly 100,000 complaints totaling \$183.12 million of loss last year, up from \$68.14 million in 2004.

But it isn't only malware and spam leading to the growth of email utilities. Regulatory compliance such as Sarbanes-Oxley, HIPAA, and Gramm-Leach-Bliley; losses of intellectual property and trade secrets; and even harassment and misconduct via email have spawned utilities aimed at corporate email systems.

In-Stat reports companies are choosing email security products that unite multiple email security and management features into a unified product. So in addition to fending off malware and spam, email utilities must also be able to filter and archive messages based on specific business cases.

Security

Email utilities must rely on defense in depth through technologies such as Bayesian analysis, antivirus scan engines, blacklists and whitelists, checks for DNS MX mail records and sender address authentication, keyword filtering, and country of origin blocking to provide comprehensive coverage.

IT admins look for products that let them filter, manage, control, and archive the organization's email. These capabilities help ensure there is less data leakage via email, regulatory compliance is met, and legal liabilities due to inappropriate materials sent through corporate email are reduced.

The Software Side

Software-based email utilities offer the most flexibility and control. Packages are often feature-rich and provide advanced tuning options for their filtering and blocking capabilities as well as

policy and compliance. On the downside, software-based solutions require hardware and extensive IT interaction to support.

FutureSoft's DynaComm i:mail 5.0 monitors and filters email traffic to reduce malware, spam, and liability and increase employee productivity. By interfacing with many of the industry-standard antivirus packages on the market, DynaComm provides even greater protection against evolving malicious code.

Four layers of technology weed out unwanted incoming email:

SNAPSHOT

FutureSoft DynaComm i:mail 5.0

Starts at \$33 per user license (minimum of 10)

Filters both incoming and outgoing mail to reduce spam and spyware and avert data theft and information leakage

www.Processor.com/FutureSoft

real-time blacklists, content-based filters, heuristic analysis, and Bayesian logic. Given that email flows both ways, these methods are also used to ensure inappropriate and protected data doesn't pour out via email.

DynaComm i:mail is composed of two modules: an SMTP server as a filtering engine and Windows Explorer-style Management Console. The SMTP server channels all inbound and outbound email through a single point for filtering, logging, and reporting. Using the Management Console, users can configure, administer, and fine-tune the product. The Management Console can be installed on the same machine as the SMTP server on another system on the network for remote administration.

SpamFilter ISP from LogSat Software runs email through a gauntlet of nine filtering techniques to ensure only legitimate email is passed to the SMTP server and, ultimately, the recipient.

To thwart the rapidly evolving world of malware and spam, many vendors are building integrated communities between their product's users to share real-time information. So anytime a LogSat customer adds an IP address to SpamFilter's local IP blacklist cache, that information is passed to the Distributed Blacklist in the vendor's centralized database to be passed to all LogSat customers. To prevent false positives, IP addresses only

SNAPSHOT

LogSat SPAM Filter ISP

\$600 per server

Harnesses several different filtering methods to detect and quarantine spam

www.Processor.com/LogSat

reside in the database for 24 hours unless there are reports from multiple customers as to an offending IP.

SpamFilter also gives end users a Web-based access to quarantined emails and includes an optional antivirus plug-in.

GFi MailEssentials for Exchange/SMTP reduces spam and phishing messages and offers several email management tools including disclaimers, mail monitoring, Internet mail reporting, list server, server-based auto replies, and POP3 downloading. Installed on the mail server or at the gateway, GFi MailEssentials alleviates the need for host-based installs.

Using a variety of tools, including Bayesian filtering, keywords, and signatures, GFi boasts a 98% accuracy rate in eliminating unwanted and potentially malicious emails. Once spam is identified, it can be deleted or moved to a

SNAPSHOT

GFI MailEssentials for Exchange/SMTP

Starts at \$450 for 25 mailboxes

Helps eliminate spam, detects and blocks phishing emails, and adds email management tools for mail servers including disclaimers, mail monitoring, Internet mail reporting, and POP3 downloading

www.Processor.com/GFI

separate folder. This lets users review all mail flagged as spam.

GFi also includes the capabilities to add disclaimers—both in text and HTML, including fields and variables for personalization. Multiple disclaimers can be created and attached to individuals, groups, and domains.

For organizations required by law to monitor and archive all electronic communications, GFi includes a number of ways to centralize storage of both incoming and outgoing mail. Mail can be configured to copy to an address, thus storing it in Exchange or Outlook for easy searching, or all mail can be archived to Microsoft SQL Server.

SNAPSHOT

Sophos PureMessage

Starts at \$17.33 per user for one-year license

Versions for both Windows Exchange and Unix offer integrated gateway and messaging protection

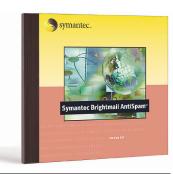
www.sophos.com

PureMessage from Sophos provides protection at the gateway from malware, spyware, and spam as well as robust policy enforcement. With versions for both Unix

and Windows Exchange, Pure-Message scans inbound and outbound messages from internal mail systems as well as Internetbased email accounts.

The Windows version is easily managed through a Microsoft Management Console interface and also seamlessly integrates with Microsoft IIS SMTP and NNTP. Sophos offers multilanguage filtering for protection against threats regardless of the language.

A few years ago Symantec acquired one of the best antispam



SNAPSHOT

Symantec Brightmail AntiSpam

Starts at \$25.90 per license (10 to 1,000 users)

A multilayered approach to spam detection and prevention using 17 filtering technologies

www.symantec.com

solutions on the market: Brightmail. Today, it continues to provide one of the highest accuracy rates (99.9999%) among all antispam solutions.

Brightmail utilizes over 17 different filtering technologies to examine incoming messages at the gateway for spam, including phishing and fraud emails in English and other languages. As part of the Symantec family, Brightmail integrates with Symantec's antivirus products and supports a multitude of platforms and applications.

Management

Appmail Dash is a Web-based tool giving administrators an easier way to manage policy distribution and ensure employee compliance using email. Dash lets users design and distribute policies through email and then consolidates responses into a database for easier analysis and reporting.

Sherpa Software's Mail-Attender lets administrators manage email on both servers and desktops from a centralized console. Utilities

include the enforcement of global policies, message/attachment

SNAPSHOT

Appmail Dash

Starts at \$1 per month for the employee using the system

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sages, and security for confidential data residing on mail servers. Two versions are available: one for Microsoft Exchange and one for Lotus Notes.

Buying Tips

lyst with Sophos, offers the following tips for choosing an email security solution.

Ron O'Brien, senior security ana-

- It is best to work with an expert to consider all options and make the choice that is right for a particular organization.
- An organization must take into consideration its reporting and compliance needs.
 - ✓ Highly regulated industries with rigid management, reporting, and compliance needs may want a softwarebased approach with the flexibility to adapt management practices to specific needs.
 - Organizations with less stringent requirements may find an appliance gives them all the protection and performance they need without imposing costly management processes.
 - A managed service with reporting options, technical flexibility, and reduced maintenance demands is appealing.
- The number of employees and emails processed per day is an important consideration. Companies with between 500 and 5,000 employees, processing up to 1 million emails per day, may find an appliance gives them topflight protection without incurring time and dollar costs associated with software-based systems.
- An organization should think about the time and money it has to spend on day-to-day management of network security. Today's next-generation solutions come with simplified, automated management; remote monitoring and maintenance; and other features that can reduce the burden of implementing strong security at the gateway.

To see *Processor* Showcase advertisements for products in this category, go online to www.processor.com and find the Email Utility ads under Software/Messaging & Groupware.

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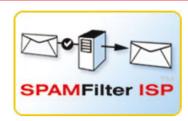


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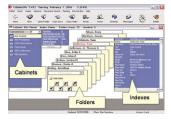
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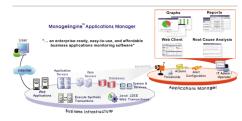
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*Windows® IT Pro, The Impact of Disk Fragmentation white paper



Implement & Administer ID Security Devices

How To Integrate Authentication Into Your Existing Environment

by Christian Perry

TODAY MORE THAN EVER, it's entirely possible to continually throw technology at security-related problems until they go away. Adding layers such as tokens, smart cards, PINs, and biometrics to traditional security environments can easily thwart even the craftiest intruders.

Yet the process of implementing more security to create a two- or three-factor authentication system isn't usually a walk in the park. The process requires careful planning to ensure the correct devices are selected, and once they arrive, that they're properly implemented to coexist with the company's current infrastructure.

"It's complicated," says Tony Bednarz, vice president of Barantec. "It's not like an appliance where you just plug it in the wall and turn it on. [The device] would have to be integrated with the mainframe system and the peripheral devices that get attached to it. You have to make sure they can all talk to each other."

The Right Choice

At first glance, some authentication products that control identity and access management could appear to be the ideal solutions to a company's security concerns, but the selection process demands a close inspection of that company's needs before any decisions are set in stone because a mismatched product can spell configuration headaches, or worse, security nightmares.

A good starting point is a security risk assessment and analysis, which examines your company's current security infrastructure from top to bottom and determines what areas need attention. This process also identifies the data that's most sensitive or can otherwise cause the most problems or downtime if compromised, so it can thus prove helpful when trying to choose where authentication is necessary.

Such assessment can also identify the employees in your company, including the buildings, systems, and data they're accessing; how they're doing it; and when they're doing it. This type of information is crucial when deciding on a particular device because not all devices work the same or accommodate similar environments. For example, consider a company that's looking at fingerprint biometrics, but employees at the building in question wear gloves.



"They could still use a fingerprint technology, but obviously the scanners they use or would look at would have to be compatible with reading a fingerprint through a glove," explains Sidney Furst, president of Access Denied Systems. "They don't want to sit there and remove their gloves all the time to get a reading. They could look at something like facial recognition or eye scan-type devices, where the position or person involved would not necessarily have to take their gloves off."

Another factor that impacts the choice of authentication device is the type and range of users accessing systems or areas. Whereas all users might have access to a particular system, smart card access could help to lock down certain administrative areas or secure connections made by remote users. Biometric authentication could do the same, but not all access products offer the same flexibility and ease of administration, so it's critical to contact vendors after completing your analysis to Go to Page 10

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Implement & Administer ID Security Devices

Continued from Page 9 determine what fits best for your organization.

Companies that are familiar with twoand three-factor authentication devices might be able to sufficiently select products based on their in-house expertise, but for everyone else, it's best to request product evaluations to test the performance and ease of use of devices offered by different vendors. Because these devices will see constant daily use, you

Choose The Right Device

Determine what data or physical areas need authentication-based access control.

- Determine which employees need access to these areas.
- Examine needs unique to working environment. For example, do employees wear gloves or masks?
- Request evaluations of authentication products.
- Test products (including software) for performance, flexibility, and reliability.
- If there are remote employees, ensure product can include them in loop.

should feel comfortable choosing products that you know are compatible with your environment, reliable, and relatively simple to use.

Merger Ahead

Implementation of authentication technology is often a complex procedure that requires constant participation by server administrators and other employees charged with overseeing the company's security environment. The risk assessment will determine which database servers, domain controllers, certificate servers, and file and print servers need authentication, and from there, administrators will need to modify groups and accounts to accommodate the added security.

This process requires tight planning at every junction, such that even the distribution of devices such as smart cards requires that companies follow strict procedures to avoid security breaches. (See the "Be Smart With Smart Cards" sidebar for more information.) And once authentication technology is in place and seemingly ready to go, smooth sailing isn't always guaranteed.

Furst says, "There's a learning curve. With biometrics especially, people have to learn how to position their whatever on the sensor. Let's focus just on fingerprints for a moment. The way you put your finger on the scanner, which finger you put on the scanner, [and] how hard you press . . . there's a learning curve."

This end-user learning curve must be taken into account when considering implementation. According to Furst, the software included with devices also plays

Be Smart With Smart Cards

If you're considering smart cards, keep in mind that implementation of these devices requires careful planning to avoid potential security mishaps. Microsoft outlines the following steps for distributing smart cards to administrators.

- · Create suitable groups for distribution of smart cards.
- Appoint security officers who can deliver cards to the enrollment station, act as enrollment agents, and perform ID checks.
- · Select suitable card transportation methods.
- Perform rigorous identification checks (security officers should verify each administrator against passport or driver's license and confirm identity with administrator's manager).

SOURCE: MICROSOFT, "THE SECURE ACCESS USING SMART CARDS PLANNING GUIDE"

an integral role in this process because it must provide the capability to easily enroll people, find people, and modify device settings. Without that ease of use, employees can easily grow frustrated with the authentication process, which could lead to a compromised system if things aren't working as planned.

Next Stop: Secure

Authentication systems might be tricky to implement, but after that process is finished, these systems tend to operate without much trouble. Furst notes that administration is fairly straightforward, and maintenance is usually minimal, even for users located in remote areas of the globe. In those cases, the software still resides on the local server or whatever server the company uses to provide worldwide access, and that access is just as quick and problemfree as that provided by devices used by employees here.

But what if an employee in Spain forgets his badge as one of his factors? No

problem. Furst explains that if employees can't authenticate themselves on a three-factor ID system, his company's technology can ask for a fourth factor on the fly.

Of course, although the systems themselves can run smoothly on their own, companies will need to continually revisit their security policies to deal with changing employee bases. For example, employees who change assignments might no longer require access to particular systems or areas, and administrators will need to update their access to reflect those changes. Also, strict policies must be in place to immediately handle new or leaving employees, so business processes continue to flow and data is never at risk.

All of these factors can vary wildly depending on the authentication system and accompanying software a company chooses, but a good rule of thumb is to expect that the complexity of implementation and administration will rise as you add devices, employees, servers, and other elements to the formula.

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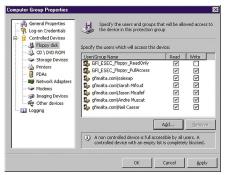
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Biometrics For The SME

Fingerprint, Voice & Face Recognition Can Keep Your Data Center Safe

by David Garrett

IF YOU'RE FED UP with passwords and don't trust PINs, it could be time to use something new to secure your data center: your body. Your fingerprints, faceprints, voiceprints, eyeprints, and even the veins in the back of your hand are part of today's bleeding-edge biometrics, some of which are designed for the small to midsized enterprise.

Take your fingerprint, the simplest and cheapest biometric in use. Fingerprint scanners read the "minutiae points" (where a friction ridge begins or ends) and "bifurcations" (where a ridge splits into two or more ridges) to see if you're the person you say you are and unlock doors or systems in response.

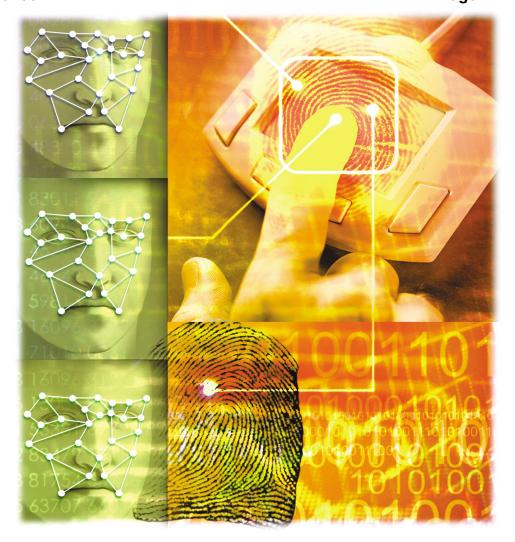
While simple print readers have been a mainstay of the biometric market for years, they're making their way onto more and more devices, including USB drives that are easy to lose or steal.

Last month, Kanguru (www.kanguru.com) released its first biometric USB drive, with storage from 256MB to 1GB. It keeps all fingerprint data on an encrypted portion of the drive and boasts a false acceptance rate of one in 1 million (its false rejection rate is higher at one in 1,000).

Memory Experts' ClipDrive Bio (www .memoryexpertsinc.com) couples fingerprint scans with 256-bit AES encryption and, like Kanguru's product, stores all fingerprints and passwords on the drive and not the PC. Thus it can be used securely on nearly any machine running Windows, and it keeps its data safe in case of loss or theft.

For companies with more stringent needs from their thumbdrives, Memory Experts' Stealth MXP product is useful for enterprise apps, including PKI (public key

While simple print readers have been a mainstay of the biometric market for years, they're making their way onto more and more devices, including **USB** drives that are easy to lose or steal.



infrastructure), SSO (single sign-on), and secure remote access. It also offers SDI (secure digital identity) and key generation with entropy, as well as one-time password and secure hash features.

Not Just Thumb Drives

But your thumbprint—or any fingerprint, for that matter—can be used to secure more than just thumbdrives. LaCie's new SAFE Mobile Hard Drive (www.lacie.com) stores 120GB that can only be accessed if your fingerprint matches one of the 10 it stores in memory. The drive is plug and play and USB-powered, too, for easy portability.

Precise Biometrics' 100 MC BioKeyboard (www.precisebiometrics.com) contains a built-in fingerprint reader to secure a desktop PC, and its Precise BioAccess 200 device offers access control to doors that lead into data centers. Its no-contact fingerprint reader can reduce the spread of common infections, and the device also supports

Go to Page 13

Manufacturer Presentation

Software - Network & Systems Mgmt. Advertisement

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Throughout the Enterprise

Is Biometrics Coming Of Age?

Continued from Page 1 since then has been integrating more biometrics into all of its product lines.

Smaller manufacturers that have brought out affordable options include IDTECK (www .idteck.com), which has fingerprint, facial, and multimodal

Growth Rate

Here are other key findings from the recent International Biometric Group market and industry report:

- · Fingerprint recognition is expected to gain 43.6% of the biometrics market this year, followed by facial recognition at 19%.
- · Annual iris recognition revenues are projected to exceed \$250 million by 2008.
- · Asia and North America are expected to be the largest global markets for biometric products and services.
- · Multiple biometric systems will emerge to comprise roughly 5% of the total market for biometrics.

readers, and DigitalPersona Pro (www.digitalpersona.com), which can help companies establish a biometric audit trail for regulatory compliance.

Beyond specific products, a larger trend that's boosting adoption is the focus by vendors on making their biometric offerings fit with existing security controls. In the past, biometrics for data centers was usually a rip-andreplace situation because biometric readers wouldn't work with the card readers or keypads already in place. But now there's better integration, says Joseph Kim, associate director of consulting at IBG. "Instead of ripping out door readers, you can layer biometrics on top of them," he says. "This is really useful because it doesn't put one security system in place of another; it creates a multitiered security system instead."

The readers most often given this treatment involve proximity cards or fobs, Kim notes. Because the cards don't need to be swiped, they can be read from a distance while an employee places a hand or finger on a biometric reader, making the process efficient and speedy.

Not Ready For Prime Time

Although there are a number of products that have widespread

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appeal, such as fingerprint and palm readers, not all biometric devices are ready for the mass market quite yet.

Iris and retina recognition has been targeted for robust growth by IBG, but some believe that the technology could actually have fairly limited adoption. The issue isn't with the readers, which have advanced nicely over the years, but with user perception, according to Ron Hughes, president of the California Data Center Design Group. "Often, when IT wants to put in retina scanning devices, there's resistance from users," he says. "Many people are afraid that the scanners will damage their eyes."

To date, there is no evidence to support such claims, and Hughes notes that vendors aggressively try to demonstrate that no harm comes to the eye, just as fingerprint scanning doesn't hurt someone's fingers. But many users balk anyway. "It seems unlikely that retina scanning is going to catch on with a larger audience," he adds. "Government entities like the Department of Defense use it widely, but I don't see it coming to smaller companies or data

Also likely to have less appeal is facial recognition, Hughes says, but with that technology, there could be acceptance in the long term. "It just hasn't caught on like we thought it would have," he says. "But there's a possibility it will."

Looking Ahead

In general, there are two major areas that need to be tweaked in the industry for biometrics to catch on more widely: value and user acceptance.

As seen with iris and retina recognition, users are somewhat tracked through biometrics puts another onion-skin layer of worry on top of those existing thoughts.

To lessen the anxiety level, user education usually does the trick, and vendors can even be brought in to demonstrate how biometric technology can't be

"Instead of ripping out door readers, you can layer biometrics on top of them. This is really useful because it doesn't put one security system in place of another; it creates a multitiered security system instead."

-IBG's Joseph Kim

wary of certain types of biometric functions. But user reluctance goes beyond simply opening one's eye a bit wider; in an age of identity theft, many users have expressed concern that the data being captured can be stored and used in some way to track them.

Although some might call this thinking paranoid, IT managers need to understand that it's a very real concern. Already, employees are aware of monitoring software that tracks Internet usage, as well as email content filters meant to trap data embezzlers, and have expressed anxiety about being "watched" while on the job. Having their movements

used to steal anyone's fingerprint or determine their activities any more than an ID badge could.

The biometrics industry will also have to address questions of value in order to gain wider adoption, Kim says. Replacing 1,000 desktop machines with computers that have fingerprint recognition isn't a question of integration but of whether such a move is really necessary. "If you don't need biometrics, you probably won't implement it, and that's for good reason," he says. "It's not inexpensive enough yet to put in place 'just in case,' so for now it has to prove a return on investment." P

Monitoring The Data Center

Continued from Page 1 too many alerts. Effective monitoring requires planning to identify the processes or functions that need to be monitored.

According to Ben Rothke, author of "Computer Security: 20 Things Every Employee Should Know," "If you don't care how many errors your print server generates, don't waste time logging such errors. But [effective monitoring] requires that an organization truly understands their infrastructure. They need to know how each component operates and which messages it generates."

Rothke continues, "The reason Wal-Mart is so successful with managing their inventories is that they know what they want, where it should be, and when it should be there. By applying the same level of diligence to logging and monitoring, organizations can create a logging and monitoring infrastructure that can add a lot of value."

Automatic Monitoring

There are plenty of tools available to help administrators keep an eye on their networks. Tools such as GFI Network Server Monitor (www.gfi.com) or managed services such as DataVelocity Erudition (www.data-velocity.com) are designed to monitor the availability and functionality of network systems and alert the necessary personnel when there is a problem.

GFI Network Server Monitor monitors all machines in the data center to ensure critical servers and services are running. It performs various checks, mimicking actual administrator procedures to ensure services are really running rather than just seeming to be functional. When a service is discovered to have stopped running,

corrective measures can be attempted as well as sending alerts to technicians or administrators via email, pager, or

Erudition from DataVelocity is a managed monitoring service. Erudition communicates with systems on your network via a site-to-site VPN to ensure that all systems are functioning properly. Like the GFI product, there is no need to install any sort of agent software. If issues are identified, alerts are generated and can be delivered via email, pager, pop-up notification windows, etc. For additional product coverage, please see the "Network Monitoring Tools & Services" chart.

Of course, there is no substitute for quality employees. Rothke says, "Hands down, the best tool is a talented staff. Far too many organizations expect software and hardware to do everything, but the success of anything is ultimately dependent on the quality of the staff using that hardware or software. Really good staff can make due with mediocre tools. Lousy staff can take great tools and create meaningless reports for clueless management."

Avoid False Alarms

It is important to watch over the systems in the data center and make sure that everything is functioning properly. One of the most important keys to an effective monitoring system is to make sure the proper events and processes are being watched and to minimize or eliminate false positives.

False alarms can waste precious IT department resources as technicians are dispatched on wild goose chases trying to find problems that don't really exist. Not only is this a waste of time and effort, but the resources dedicated to hunting false positives also cuts into the resources available to handle legitimate concerns.

But Dr. Anton Chuvakin, director of product management at LogLogic, says, "False positives are much less of an issue than, say, three years ago. In addition, they only apply to NIDS [Network Intrusion Detection Systems] and NIPS [Network Intrusion Prevention Systems], and those represent a small portion of the entire monitoring spectrum. They still matter, but much less than three to five years ago. NIPS/NIDS vendors also got a lot better and have different technologies built in their tools to deal with them."

According to Adam Warshaw of Data-Velocity, "We are able to rule out false positives by providing the ability to represent the environment, i.e. multiple systems, schedules, criteria persisting for a minimum duration, etc." P

Network Monitoring Tools & Services

With the right staff and a few scheduled scripts, you can accomplish a great deal. But for most organizations, it will be much more effective to simply purchase the right tool or service to help keep an eye on things. Here are some products that you can use to monitor your critical network services and functions.

Vendor	Product	Web Site	Price	Windows	Linux	Agentless
AvTech	PageR Enterprise	www.pagerenterprise.com	Starts at \$495	X	X	X
DataVelocity	Erudition	www.datavelocity.com	\$500 per month	X	Х	X
GFI	Network Server Monitor	www.gfi.com	Starts at \$395	X	X	X
Insystek	NSMC	www.insystek.com	Starts at \$1,495	X		X
ipMonitor	ipMonitor 7.5	www.ipmonitor.com	Starts at \$995	X		X
LogLogic	Series 3 LX	www.loglogic.com	Starts at \$5,000	X	Х	X

SPONSORED LINKS **GFI's Network Server Monitor**

Enables administrators to automatically scan the network for failures or irregularities www.Processor.com/GFI7

> Gigamon GigaVUE-MP Out-of-band data-access solution www.Processor.com/Gigamon

Biometrics For The SME

Continued from Page 12 two-factor ID (that is, ID in which both your fingerprint and a second datum, such as a PIN, are used to gain access to a room).

The Eyes Have It

Next up is iris recognition, which is more expensive but more secure, and within range of many SMEs. Iris recognition is a blend of several fields, such as statistics, optics, and pattern recognition, and one of the best forms of access control on the market. Each human iris (the multihued disc surrounding the pupil) is unique, and its patterns are harder to match-and fakethan fingerprints. (An iris is believed to have more than 200 unique points; in contrast, most fingerprint readers use no more than 16 points of comparison.) What's more, you can lift a fingerprint from a table, a glass, or even a matchbook, but stealing an iris pattern is fodder for a farfetched spy movie.

Iris recognition vendors include Argus (www.argus-solutions.com), Byometric (www.byometric.com), Iridian (www.iridian

tech.com), LG Electronics Iris Technology Division (www.lgiris.com), and IriTech (www.iritech.com).

Iridian's tools can be configured in standard, server-based designs or even made portable with two handheld models, including one that mounts on any Windows-based PDA with an SD slot. LG's IrisAccess 3000 line can be used for midsized business needs (such as access control) but can expand to enterprise and even national identity systems and includes a complete line of hardware components for enrollment, remote screening, and more. IriTech's Iris2000 software runs on Windows and can be used with any thirdparty camera that complies with BioAPI standards, including IriTech's own cameras. It can also be used with facial recognition solutions for two-factor security and used on standalone or networked systems at the discretion of a network admin.

Your Face Is Your Key

The human face has dozens of nodal points, or unique points whose measurements

can be used to construct a secure algorithm for access control. These include the distance between the eyes, the depth of their sockets, the width of the nose, the distance from chin to mouth, and more.

Nodal points form a faceprint that can be used to secure access to drives, machines, or even data centers themselves, a technique that's more common than people think. Before IBM sold its notebook division to Lenovo, for instance, certain models in the A, T, and X series of Thinkpads used a faceprint as part of the screen saver.

Other faceprint vendors include IDTeck (www.idteck.com), Neven Vision (www .nevenvision.com), and Cognitec (www .cognitec.com), whose FaceVACS-Entry 3.6 adds facial recognition to more conventional access control systems, including card readers for two-factor safety. Neven Vision takes a similar tack, adding fingerprint scanning to both its server-based and mobile facial recognition tools for twofactor security, while IDTeck's FACE007 line offers facial recognition for both access control and time and attendance records. It's a useful addition if you pay your data center staff by the hour and need a way to tie your access logs to your payroll system.

It's All In The Voice

VR (voice recognition) is often confused with SR (speech recognition), which translates your voice into text for Word, email, and other office apps. But VR and SR are sometimes bundled together for two-factor systems where a spoken PIN is recognized and coupled with a sample of the voice itself, whose unique sound and pitch can be matched to samples in a database.

Unlike some biometrics, VR can be used over the phone and the Web and integrates neatly into IVR (interactive

voice response) systems and call centers. VR vendors include VoiceVault (www.voicevault.com) and Securivox (www.securivox.com). Take Vocent's Password Reset (www.vocent.com), which lets users reset their passwords over the phone and integrates with existing identity management and trouble-ticket systems. While that may seem exotic to some, it solves a fairly common problem in the SME: too much strain on the help desk. Research from Gartner shows that password requests cost the help desk \$10 to \$30 each, which can burden a small company's budget in a heartbeat.

The Cutting Edge

As the need for secure access grows and more companies find themselves in the headlines for embarrassing gaffes with users' data, biometrics is becoming commonplace in SMEs. Even the most advanced biometrics have reached the midmarket, including such cutting-edge toys as vascular ID systems.

Take the Vascular VP-II from Veid (www.veid.net), which scans the veins and even the capillaries on the back of your hand to grant access to data centers and other secure locations. Because there's little to no contact with the sensor, Veid's device is hygienic and can lessen the spread of pathogens among employees. It's also fast: The VP-II can tell if you're the person you claim to be in under a second.

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Find The Biometric Tool For You

You'll need days and even weeks to find the right biometric tool (or set of tools) for your data center, but a few key points will make the job easier.

Remember to balance the need for airtight access control with price because advanced biometrics are more costly than simple key fobs and cards.

Be sure to consider users' convenience. In today's world of instant gratification, waiting 10 seconds to scan a thumb, iris, voice, or hand is too much for impatient end users. Look for products that cause little or no interruption to the daily flow of business.

Remember that any device, no matter how secure, can only do so much. Users' bad or lazy behavior can be as bad as a network breach, and good policies (not to mention good training) can help as much as any high-tech device.





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PHYSICAL

Cable Distribution

■ Device Technologies released the Push-Mount Cable Tie assembly, which is a lowprofile cable tie for bundling, securing, and organizing excess wiring. The cable ties resist snagging and easily snap into place for a variety of uses.

Power Management

■ Elspec introduced the G4400 Power Quality Data Center with 4G electrical power analysis. This device continuously logs multipoint data at up to 1,024-cycle resolution. With the G4400 Power Quality Data Center, it is possible to identify site trends and power events across a network. The G4400 includes embedded PQZip 1,000:1 compression and supports real-time data sampling. The platform provides transparent connections using Fast Ethernet and TCP/IP. Elspec will release the G4400 within the first half of this year.

Racks & Furniture

■ PC Guardian announced its new line of computer and office equipment security devices, the PC Guardian Ezolution line.

This line features the PC Guardian locking system that is used worldwide. Products in this line are ergonomically designed to let users secure and lock even the largest products in the line with ease. The Ezolution line also features beveled key holes that guide a key into the proper locking/unlocking position. The line features the Ezolution Classic, Ezolution Duo, Ezolution Expansion System, and Ezolution Retractable products. Each has a heavy-duty, aircraft-grade steel cable and the latest locking head from PC Guardian.

COMMUNICATIONS

Application Networking

■ Radware says that its new AS5 (Application Switch 5) application delivery platform has the highest port density and fastest Layer 7 performance. Four parallel processors work on L4-7 flow classification and other duties, while RISC processors handle application-sensitive L7 management, monitoring, and configuration. There's much more detail on the company's site.

Security

■ Fortinet introduced three systems for SMEs, enterprise remote offices, and retail outlets. The new products include the

FortiGate-60ADSL, ForiWiFi-60A, and FortiWiFi-60AM. The FortiGate-60ADSL is a multithreat security appliance that provides Fortinet's security tools. It includes dual WAN link support for redundant connections, as well as an integrated 4-port switch. It also supports ADSL standards, such as ANSI T1.413 issue 2, ITU G.dmt, ITU G.lite, Annex A, and Annex B. The FortiWiFi-60A and FortiWiFi-60AM provide secure wireless connections to small businesses and branch offices. Both combine a WAP with a suite of network security operations. Both also support 802.11a/b/g and multiple SSIDs. The FortiWiFi-60AM has an integrated modem for backup connectivity if the primary Internet connection is lost.

■ The Liquid Machines Fileshare Gateway lets users easily protect sensitive files stored on the network. The security solution extends the networked file server approach to monitoring and controlling access by automatically encrypting documents, spreadsheets, and presentations. It performs this step each time users add or modify a file in a folder or file share, protecting files both during storage and upon usage or distribution (for example, commands such as copy/paste, print, and save). Fileshare Gateway's auditing and

reporting capabilities let business owners constantly monitor ways that employees access and use confidential data.

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■ Lockdown Networks announced the latest version of its Lockdown Enforcer. Lockdown Enforcer 4.2 introduces integration with the Dragon Security Suite from Enterasys Networks and the availability of a Macintosh OS X agent. Version 4.2 also features advanced guest registration, which lets guest users provide identity information in exchange for network access, and additional control point support, which adds support for switches and wireless access points from wireless providers such as Allied Telesis, Cisco, and Nortel. Lockdown Enforcer 4.2 starts at \$24,995 for a 1U appliance.

■ nCipher announced the re-engineering of its cryptographic hardware platforms. The next-generation product line includes the nShield HSM (hardware security module), which meets the FIPS 140-2 Level 3 security certification. The nShield HSM can process more than 4,000 encryption operations per second. Another member of the product line, the netHSM, also received a major performance upgrade. The netHSM

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Automatic Failover Spells Mission-Critical Redundancy

Netreo Offers High-Availability Over TCP/IP

by Chris A. MacKinnon

Most any small to midsized enterprise relies on network management, reporting, and alerting for its success. Netreo, a California-based network management solution provider, has taken the shrink wrap off its new high-availability network management solution that will help ease the high-availability blues in mission-critical network operations centers. Dubbed as the OmniCenter HA (high-availability), the solution is built to provide

instant, automatic failover to a mirrored standby appliance.

James Mancini, chief technology officer at Netreo, says, "OmniCenter HA adds true mission-critical redundancy to our OmniCenter family of comprehensive network operations and management software. If you rely on the network for your business, and the management system fails, it leaves you blind to problems that could impact your business."

The OmniCenter HA appliance installs as a hot-standby unit, mirroring the data and configuration

from a primary server. If the primary server fails for any reason, the hot-standby unit (monitoring in real time) will take over in its place. This use of high-availability mirroring provides the highest level of redundancy to mission-critical environments. Netreo says the hot-standby unit appliance can be installed (for near-instant seamless failover) at the same location as the primary server or at a geographically separate location (for disaster recovery). Netreo says this type of mirroring can be maintained over any TCP/IP network.

The first level of high-availability in the solution is achieved through Netreo's R-Series hardware

SNAPSHOT Netreo OmniCenter High-Availability

OMNICENTER

Starts at \$3,995 (based on capacity of the OmniCenter to be made redundant)

Adds complete redundancy and automatic failover to any OmniCenter family network management appliance

www.Processor.com/Netreo

(including redundant hard drives, fans, and power supplies) in a single chassis. The OmniCenter HA also provides disaster recovery features including fully redundant alarming and notifications and limited-bandwidth synchronization options.

As for the competition, Mancini says, "OmniCenter HA doesn't have any close competitors, as in our segment (midsized to large enterprises) most network management systems are traditionally complex software packages that the user has to install and maintain, and redundancy isn't a function

they provide. The main OmniCenter product family competes with CA Concord [www.concord.com], Lucent VitalSuite [www.lu

cent.com], and HP OpenView [www.managementsoftware.hp.com] in the areas of availability and performance management, although it is priced much lower than all of those and is much simpler to implement and maintain."

Netreo says "OmniCenter HA offers a level of redundancy not normally possible in an enterprise network management solution and at a very affordable cost." Any of Netreo's OmniCenter appliances can be installed in mission-critical facilities through the use of the company's high-availability options. It's hard to beat automatic failover in the enterprise.

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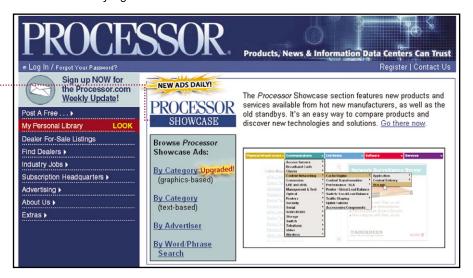
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Processor's dedication to the data center/IT industry extends far beyond this weekly print publication. Our Web site, www.processor.com, has a number of great features you can rely on to help simplify your technology and product research and buying decisions.



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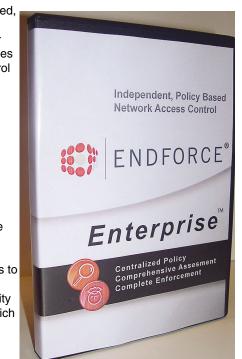
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For More Information: www.Processor.com/iAnywhere3



Product Releases

Continued from Page 15 is a network-attached HSM that makes it possible for multiple applications to share a single HSM. Also, the nShield and netHSM now support the latest encryption algorithms such as Elliptic Curve Cryptography.

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■ Q1 Labs announced the QRadar 3102 Appliance, a network and security management system designed to deliver a defensive option for heterogeneous enterpriseclass networks. The Qradar 3102 features integrated functions that combine network behavior analysis, security event management, vulnerability management, and directed remediation in order to converge management of network and security environments into a single console. This appliance also features multivendor networks. The 3102 Appliance supports Cisco NetFlow v9, Foundry SFlow, and Packeteer Flow Data Record 2. The QRadar 3102 Appliance starts at \$135,000.

■ Building on its new AS5 architecture, **Radware** announced two new products for the enterprise. The DefensePro 6000, starting at \$105,000, is a 10Gb IPS and DoS mitigation device. Meanwhile, the AppDirector 6000, starting at \$72,000 and available by midyear, is an application front-end solution with 6Gb throughput. Both are part of Radware's APSolute product family.

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Storage Networking

■ With its new iPBridge 2600C/R/D iSCSI-to-SCSI bridge, ATTO is targeting companies that have SCSI-based storage equipment but are interested in migrating to iSCSI. The iPBridge 2600C/R/D has an ExpressNAV GUI and supports automatic LUN mapping. Its ATTO VDR (Virtual Drive Response) and Speedwrite speed upwrite performance and reduce backup problems. It also offers more than 1TB of perhour throughput and supports VLANs and ACLs (Access Control Lists).

■ EMC announced the EMC Connectrix MDS 9513 Director, which provides support for up to 528 ports (1, 2, or 4Gbps) and up to 44 10Gbps Fibre Channel ports. The MDS 9513 uses Cisco SAN-OS Software Release

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3.0 and includes dual supervisors and modular software. It supports nondisruptive software upgrades and full redundancy for components. The MDS 9513 supports crossmodule ISLs (inter-switch links), each of which provides up to 16 ports. As a member of the MDS 9000 family, the new product supports VSANs, and Inter-VSAN routing. EMC has also announced new 4Gbps and 10Gbps Add-On Fibre Channel Switching Modules for MDS 9000-Series systems. The new products will be available next month.

Telephony

■ Citel's EXTender IP6000 enables enterprises with multiple locations to take a cost-effective, phased approach to IP telephony migration with minimal business disruption by allowing you to first create a central PBX network for all remote locations across an IP network. A simple software upgrade lets a company switch to a full IP-based voice network (whether hosted locally or by a service provider). Employers can continue to use the same PBX handsets. The EXTender IP6000 is compatible with PBX platforms from Avaya/Lucent Definity and Magix, Nortel Meridian, Norstar, Alcatel, Ericsson, Iwatsu, Toshiba, and Panasonic.

Wireless

■ Berkeley Varitronics Systems released a hardware/software RF spectrum analysis package. The Berkeley Nectar has a BumbleBee Receiver Module and a Pollenator interface. The package has selectable channel, preset, and log settings. It also supports USB or Ethernet connections, which means it can monitor 24/7. The Nectar can hand one live and four peak distinct waveform traces. The package is available for \$750 and supports WinNT/2000/XP.

■ connectBlue announced a customized Wireless LAN designed for heavy-duty use in industrial environments. The complete range of Wireless LAN modules and services from connectBlue are based on a solution from Philips Semiconductor with extreme low-power consumption and an extended temperature range. The new modules are compatible with connectBlue's industrial Bluetooth modules, as well.

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Clean Up Your Desktop

Cut Cable Clutter With The Belkin Flip 2-Port KVM

by Daniel P. Dern

KVM SWITCHES are one of the great productivity improvers and space savers for people who have more than one computer, letting them use one set of these peripherals for multiple computers, such as a desktop and a notebook or a PC and a Mac. According to a February 2006 Forrester Research report, approximately 73% of laptop owners own at least two computers.

Once the cables are plugged in, switching among computers is a simple push of a button, and within the past year or so, the price of basic 2-port (for two computers) KVM switches has dropped well below the \$100 mark. Spyros Photopoulos, an analyst with market research firm Venture Development, says that about 1.1 million desktop

KVMs were sold in 2004 and estimates a total installed base of KVMs today at somewhere between 10 million and 20 million.

However, setting up a KVM switch quickly exposes the downside: It means having a large bundle of cables running across your desk and finding a place for the KVM.

For two-computer users, Belkin's new Flip (they're not calling it a "KVM") provides a simple, elegant solution: Do the "which computer" switching with a small, simple remote button that has a thin cable and keep the base (where all the other cables go) at the back, side, or other less-inconvenient part of your work area. According to Chad Doezie, product marketing manager for KVMs at Belkin, there are currently no other 2-port KVMs with remotes. "We're the first to introduce this design," he says.

END NODES

Data Collection

■ A new mobile inventory solution from WakefieldSoft and Serialio includes the LaserChamp Bluetooth barcode scanner and DoInventory software for Palm OS and Windows desktop systems. Using a Bluetooth-enabled Palm device, users can scan an item with the LaserChamp scanner and view details on the Palm device. On the Palm, users can change the number of items, add new records, or merely view details regarding the product. Inventory data is then synced from the Palm to a desktop PC where users can compile and print reports and add images. The bundle runs \$299.95, and the DoInventory software is individually available for \$29.99.

KVM & Console Access

- A wide range of Avid Systems products will stand to benefit from the enhancements and support Avocent has announced for its AMX KVM products. The upgrades will support the following Avid broadcast devices: Symphony Nitris and Avid DS Nitris finishing systems, Avid NewsCutter and Media Composer Adrenaline digital nonlinear editing systems, Avid Deko graphics systems, and Avid Xpress editing tools. With Avocent's AMWorks Java-based system administration software, IT managers can define groups of displays or server outputs. The software also lets users control third-party outboard routers so that the same pull-down selection also reconfigures machine control and video and audio feeds.
- Raritan announced Paragon II V4.1 and a new Enhanced User Station (P2-EUST) with new management features and support for high video screen resolutions. Some of the new features in the Cat5 KVM switch include support for screen resolutions up to 1,600 x 1,200 for distances up to 700 feet from the target server, automatic and manual video tuning, support for Pinnacle keyboards, and video redirection. In addition, the new Paragon II and Enhanced User Station give a system administrator the ability to reset all connected devices remotely.

Mobile

■ Hypercom announced the Optimum M4100 Blade, a handheld device that includes Wi-Fi, GPRs, and Bluetooth support. With the Optimum M4100 Blade, businesses such as restaurants and delivery services can provide mobile payment and authentication options. The device has a high-contrast 64,000-color, 2.25-inch touchscreen and can swipe magnetic-stripe and smart cards. An optional contactless reader, clip-on printer, and docking station are also available. The Optimum M4100 Blade has a 200MHz 32-bit Intel XScale processor and an illuminated color-coded keypad. It also includes Triple DES and SSL encryption and has tamper-proof, water-resistant casing.

Monitor

■ Advantech's Industrial Automation group unveiled the FPM-3120G, a color TFT LCD flat-panel display targeted at industrial or commercial applications. The display's backlight has a 50,000-hour lifespan, and direct-VGA signal transmission lets consumers use a standard VGA control card. The LCD has a maximum resolution of 800 x 600 and a multiscan function that supports XGA, SVGA, VGA, and text mode. Advantech will offer resistive and capacitive touchscreens.

Notebook

■ MPC Computers launched its TransPort T3200 notebook computer. The notebook's Intel 945PM chipset supports 667MHz DDR2 SDRAM memory, Intel Core Duo mobile processor technology, and the ATI Mobility Radeon X1600 graphics card. In addition, the TransPort T3200 notebook supports legacy features such as parallel, serial, and PS2 ports, which allow users to use their existing peripherals such as printers, scanners, keyboards, and mice. The new system is also backward compatible with the previous TransPort 3000 notebook series' port replicator. The full-featured port replicator eliminates the need for additional cables to connect monitors, keyboards, and mice.

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Most PS/2 KVM switches and some USB switches do support hotkey switching typically built into the hardware, according to Doezie. "The Flip offers hotkeys as an optional feature, which users can add by installing our software."

The Flip includes all the extra cabling needed to connect the computers, including 2-foot and 6-foot cords. The cable for the remote is 6 feet long, according to Belkin's Doezie. This makes it easy to tuck the base of the Flip out of the way, have the remote handy, and be able to connect a notebook. The Flip has a VGA connection, but users can connect a DVI monitor with an adapter. The Flip supports high-resolution video up to 2,048 x 1,536 with no screen size constraints and supports Windows, Mac, and Linux computers.

Available now, the Flip comes in three models: Flip PS/2 (uses PS/2 for mouse and keyboard connections) for \$49.99, Flip PS/2 with Audio (includes audio for speaker support) for \$59.99, and Flip USB with Audio (uses USB for mouse and keyboard connections) for \$59.99.

Other 2-port KVMs in this price range include the D-Link DKVM-2U KVM (www.dlink.com), the IOGear 2-port MiniView Micro USB PLUS KVM (www .iogear.com), and the LinkSys ProConnect Integrated KVM 2-Port Switch (www.link sys.com); however, none of these currently offer remote switches. Belkin, D-Link, IOGear, and other vendors also offer KVM



SNAPSHOT

Belkin Flip

Flip PS/2: \$49.99; Flip PS/2 with Audio: \$59.99; Flip USB with Audio: \$59.99

Belkin's 2-port Flip KVM with a remote switch lets computer users reduce desktop "cable clutter"

www.belkin.com

switches in the \$100 to \$400 range, with ports for more computers (four, eight, and up) and other features, such as USB 2.0 hubs for peripherals and 4-port Ethernet switches.

_Manufacturer Presentation _

Software - Storage Advertisement

Latest Generation Remote Office Backup/Recovery Software Televaulting 6.0

Asigra Televaulting™ 6.0 delivers the industry's only hot agentless Oracle 10g, SQL 8.0, and VMware XML support; silent mass deployment capabilities; and cross platform protection. Tape-based backup for remote office/branch office (ROBO) is a less viable option for distributed enterprises because of the hardware and software costs involved, agent licensing and maintenance, level of onsite IT support necessary, and reliability of the backup.

Multiply these issues by the number of remote sites requiring data protection, and simplified remote site protection becomes a high priority. For corporations with regulatory, performance, reliability, accountability, and cost challenges, Asigra's disk-based agentless software provides a single answer for distributed site backup management.





Televaulting 6.0, the industry's only high-performance agentless backup/recovery software for remote office protection, now features hot agentless database backup for DB2, Oracle 10g, and SQL 8.0, allowing database users to operate while backup operations are in process without disruption. The software also includes a block-level resume feature for Oracle, so if a connection is lost, the backup session can be continued at the block level rather than the file level, maintaining a high service level.

Asigra Televaulting Version 6.0 is now available through resellers and service providers with pricing starting at \$11,250 U.S.



Asigra: (416) 736-8111 www.Processor.com/Asigra

_Manufacturer Presentation _

Software - Network & Systems Mgmt. Advertisement

Linux Server Virtualization

Virtuozzo for Linux 3.0 available now!



without a SAN.

Virtuozzo creates isolated, secure VPSes (virtual private servers) or virtual environments on a single physical server enabling better server utilization, ensuring guaranteed resources, and preventing applications from conflicting. Each VPS performs and executes exactly like a standalone server; VPSes can be rebooted independently and have users, IP addresses, processes, system libraries, and configuration files.

As an operating system virtualization solution, the unique architecture enables the most efficient use of hardware, software, and management resources. The light overhead and efficient

design of Virtuozzo makes it the right virtualization choice for server consolidation, disaster recovery, and all production servers with live applications and data.

Virtuozzo for Linux 3.0 leverages some architectural improvements to provide these major enhancements:

• Zero-Downtime Migration - Virtuozzo captures the state of an existing virtual private server and migrates it to a new physical server without any interruption in service or availability. The migration may be done between any two networked Virtuozzo servers

- EZ Template Management Building on Virtuozzo's capability for creating both operating system and application templates, EZ Templates feature smarter template creation and loading with the capability of defining, finding, and resolving software dependen-
- New Resource Management Virtuozzo enables administrators to define many processing parameters to very precisely define a virtualized server's performance. The new resource management option offers a simplified interface that helps administrators set a few basic parameters based on expected system performance to manage the same server resources.
- **2.6 Kernel Support** Virtuozzo now supports distributions based on the 2.6 Linux kernel. It is also backward compatible for 2.4 distributions so older virtual private servers and applications do not necessarily need to be upgraded to reside on the same Virtuozzo server.

Visit www.Processor.com/SWsoft for more information!



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Continued from Page 17

Point Of Sale

■ Hypercom introduced a network server appliance designed for point-of-sale and point-of-service applications. The 1U rack-mountable device is plug-and-play compatible, comes preloaded with applications and tools, and is remotely configurable. The units feature redundancies such as backup dual power supplies, cooling systems, and hard drives, as well as failover capabilities and fireproofing.

Printer

■ Lanier Worldwide launched its LP-222cn laser printer, ideal for high productivity in low-volume applications. The printer is capable of producing 22ppm in color or black and white at a maximum resolution of 1,200dpi. The printer can be run from any computer on the network. The LP222cn comes with several utilities, including SmartDeviceMonitor for Admin and Client, Web SmartDeviceMonitor, and Web Image Monitor.

Projector

■ The new PX-PA15AW Wireless Projector Adapter from **Plextor** can send presentations and other video to a VGA/XVGA projector without any cables or wires. The \$289 Wi-Fi adapter can send an average of 15fps using 802.11a/b/g. An Ethernet port provides backup connectivity. The one-year warranty is nice, but it's the unlimited

toll-free tech support that should catch the eye of any panicked presenter.

Server

- Area Electronics Systems released a server platform that supports up to four single- or dual-core processors, as well as four PCI Express X8 channels. Thanks to dual ServerWorks HyperTransport 2000 chipsets, the new RX3400 server supports four 1Gbps Ethernet connections. It is an AMD Opteron 800-based system and is a 3U rackmount server.
- Lantronix released the UDS1100. This server is more powerful than the previous offerings of the UDS (Universal Device Server) family and is RoHS-compliant. The 1100 is a 10/100 single port device server that contains a miniaturized Web server and is compatible with all standard Web browsers. Users can customize this offering using the Lantronix development tools.

Storage

■ Data Protection Solutions by Arco has included its DD4 mirroring technology with its new EzRaid Dual Swap. Users can install two SATA hard drives into the EzRaid Dual Swap and connect the hard drive to a mother-board. The EzRaid Dual Swap automatically ingrates the drives and starts mirroring data. In the event of a hard drive failure, the EzRaid Dual Swap seamlessly transfers all systems operations to the properly working hard drive. It also alerts the user to the

failure. Arco's mirroring hardware is compatible with the following OSes: DOS, Linux, OS/2, Solaris, NetWare, and more.

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■ Area Electronics Systems is targeting its Super T5 at SMEs and professionals who want backup and storage capabilities, such as people involved in video encoding. The Super T5 is a portable storage array based on SATA drives. It supports RAID 0, 1, 3, 5, 6, 10, and JBOD via an Ultra-320 host interface.

■ G-Technology says that its new G-SPEED is the ticket for handling uncompressed HD or multistream SD on Macs or PCs. Using 4Gb Fibre Channel (SFP to LC optical) and RAID 6 (or RAID 0, 1, 3, 5), the G-SPEED can scale up to 3TB using the latest SATA II hard drives. It starts at \$3,999

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and will become available next month.

■ Two new hard drive-based products for SMEs are now shipping from **Iomega**. The StorCenter Wireless Network Storage 1TB (\$899.95) offers RAID 5 (and others) and 802.11g (WEP and WPA) capabilities. Meanwhile, the StorCenter Network Hard Drive 500GB (\$499.95) provides RAIDs 0 and 1. Both drives have Gigabit and USB 2.0 interfaces, and both can work as servers for A/V media devices via UPnP.

Workstations

■ A companion product to **Kyocera** MFPs, the new iTag offers print serving, kiosk

functions, image scan reviews, and preprinting document handling features through a touchscreen. The \$15,000 device comes with a Dell server and a bundle including Windows SharePoint Services. It's also upgradeable to Kyocera's KYOcapture Powered by AutoStore.

Components

- ACROSSER Technology announced the AR-B1831, an EPIC SBC that offers support for Intel Pentium-M and Celeron-M processors. Designed on the EPIC form factor (115mm x 165mm), the AR-B1831 uses Intel's 855GME/ICH4 chipset and has an onboard PCI-104 connector for expansion boards. An AC'97 codec and Intel Extreme Graphics 2 integrated graphics tackle the SBC's audio and video duties, respectively. The AR-B1831 also includes six USB 2.0 connectors, two 10/100 Ethernet or Gigabit LAN ports, four COM ports, and a CF socket. It's compatible with Linux and WinXP/XPe/CE OSes.
- Mobility Electronics' Magma PCI Expansion System is a 4U rack-mounted chassis that connects to a server's x4 PCI Express slot using a pair of Infiniband cables. Within the PCI Expansion System you'll find room for six 64-bit, 66MHz PCI slots. The Expansion System is a great way to add your old PCI hardware to new PCI Express systems and allows some flexibility.

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Security In The Virtualized Network

Reflex VSA Provides High-Level Intrusion Protection For Virtualized Servers

by John Brandon

SERVER VIRTUALIZATION has hit the mainstream. A jaw-dropping 75% of all large companies are deploying this space- and timesaving technology this year, according to research firm IDC. Instead of using expensive server farms, companies consolidate servers with virtual subnets. The reasons for the tremendous growth are clear: According to VMware, server virtualization

reduces provisioning time from 14 days to just 30 minutes. Microsoft estimates that virtualization can lead to a 30% cost savings over a three-year period.

And yet, as is often the case with new technology in the data center, there's a new challenge: security in the virtualized network. Most companies use an IPS appliance that runs outside of the virtualized environment. Reflex Security VSA (virtualized security appliance) solves this conundrum.

It's the only product available that performs deep packet inspection and IPS on virtualized networks. The new appliance uses Reflex ThreatIQ suite to block viruses, spyware, unauthorized access, malware, adware, and other invasive security attacks. ThreatIQ uses signature-, rate-, and anomaly-based algorithms to detect and block threats.

The appliance also provides the Network Discovery application to locate and track assets and services within the virtualized network. Reflex VSA can operate as an IDS, IPS, or access firewall. Used in conjunction with Network

Discovery, admins can create detailed intrusion and asset reports and configure security alerts.

Data centers can use the powerful Reflex Command Center console for all configurations and reporting functions. The product supports redundant historical reporting for corporate compliance. Reports can present event data in intuitive bar-graph, tabular, or 3D views. This helps admin staff respond quickly to high-risk and persistent security threats.

"We decided to deploy Reflex VSA because it is a cost-effective

SNAPSHOT

Reflex Security VSA

virtualized network

Starts at \$2,400 for a dual-CPU server Security appliance that detects and prevents threats within a

www.reflexsecurity.com

security solution providing the same level of IPS protection in our VMware server environment," says David Able, CEO of LogicsOne, a business services company.

Reflex VSA supports multiple fail-open and fail-closed options and can be configured for inband, out-of-band, and load-balanced virtualized environments. The initial Reflex VSA release, available now, supports the VMware ESX server, with plans to support additional virtualized servers in the future.

Currently there are no direct competitors to Reflex Security VSA. The only other option available for addressing security threats within virtualized environments is to add a separate ISP appliance for every subnet on the virtualized network. This is a time-consuming and cost-prohibitive process. Overall, Reflex VSA is clearly a logical choice for companies deploying a virtualized server approach.



How Do You Research & Make Your Buying Decision?

The proven track record of *Processor's* print issue and Web site offer an unbeatable combination!

Continued from Page 18

SOFTWARE

Application & Web Development

■ Borland announced its VisiBroker enterprise middleware featuring enhanced support for SOAs and additional capabilities designed to foster greater control over the development and deployment of CORBA-based applications. VisiBroker 7.0 provides a middleware layer optimized for mission-critical applications, enabling customers to expose CORBA application functions as services within service-oriented architectures.

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■ National Instruments released Measurement Studio 8. This is a suite of controls and libraries for acquiring, analyzing, and presenting data built with Microsoft Visual Studio. Now with controls for ASP.NET, users can create Web pages that can be viewed using any operating system or browser. Measurement Studio 8 has complete integration with Microsoft Visual Studio 2005 and also features over 80 new analysis methods for .NET and C++. To save the time engineers spend developing and maintaining their own custom controls, Measurement Studio 8 customers can use

the .NET user interface controls. The digital waveform graph works with plot templates for easy customization, and it plots digital lines and buses.

■ **Softricity** announced the availability of its latest software designed to make virtual applications easier to create, deploy, manage, and use. SoftGrid 4.0 lets users virtualize any Windows application making it available to users worldwide. The latest version of SoftGrid builds on the program's foundation of easily enabling applications to be shared while containing them in a sandbox environment that won't alter the host's operating system or conflict with other applications. Other features of SoftGrid 4.0 include controlled streaming, which has a precache function that lets end users stream 100% of the demanded program and work in a disconnected mode. The latest version also features a redesigned version of the SoftGrid Sequencer, the program that virtualizes applications. Sequencing is now a completely automated process that has been optimized for speed.

Business Productivity

■ Cisco's Unified CRM Connector 3.0 software for SMEs is highly integrated with

Microsoft Dynamics CRM 3.0, the company says. As customers call in or are called, their account information is supplied to customer service reps in a timely, efficient way. New is support for IP, Cisco Unified IP, and XML phones, as is support for remote access from the field for sales reps.

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■ Tacit introduced ActiveNet 3, a collaboration tool that helps employees connect with people across the company to speed the process of decision making and solving complex issues. It's designed to support specific functional areas and includes wizards to guide the user through the process of making a connection while ensuring business rules remain intact. Users no longer need to preapprove information as a prerequisite to participate in an exchange initiated by ActiveNet. This helps reduce the time required to keep information upto-date and allows employees to participate without delays.

Database & Data Mining

■ CA announced that its new Unicenter Database Command Center is available at no charge to help DBAs unify management of multiple databases across disparate platforms. From a single browser-based user

interface, it lets DBAs perform a variety of administration tasks across DB2 Universal Database for Linux, Unix, Windows, DB2 UDB for z/OS, Oracle, and Ingres. By providing a consistent look and feel across all platforms, Unicenter DCC is designed to optimize DBA productivity and reduce costs.

Imaging & Printing

■ Cabinet NG's CNG-BATCH allows users of CNG-SAFE to scan multiple documents at once. Scanned documents are either filed manually or automatically. When filing manually, users view each scanned document on their monitor and then specify a location to electronically file the document. Barcodes indicate where to automatically file documents in CNG-SAFE. CNG-BATCH can also automatically create new folders as needed when auto filing and is capable of handling between 50 to 500 daily scans. CNG-SAFE customers with a current support contract can download CNG-BATCH free.

Messaging & Groupware

■ Akonix Systems released a corporate IM protection tool, L7 IM Sentry. The tool is part of the Akonix L7 Enterprise 5.1. It protects against viruses, Trojans, and other *Go to Page 20*

Help With IT Management

NetPulse's MySmartOffice Lets You Focus On Business Issues

by Robyn Weisman

NETPULSE SERVICES' MySmart-Office suite of services is designed to handle IT issues both for small businesses with fewer than 50 employees and, more relevantly, for small and medium-sized enterprises with over 250 employees. The MySmartOffice suite is composed of four services: MyExchange, MySecureNet, MySmartDesk, and MySafeFile. Each service may be purchased separately, depending on an organization's needs.

According to NetPulse Services President Ashok Kalle, SMEs will find MySmartOffice particularly useful because it handles "low-level" but essential IT functions such as desktop support, which leads to higher cost savings for larger firms no longer burdened with training, salary, and supervision costs

"In small and medium business communities, the idea really is to focus on their core competencies and core functions, and the amount of time, energy, and effort maintaining desktops is intrusive," says Kalle.

MyExchange is a hosting service for Microsoft Exchange, Kalle explains. "You buy the [Exchange] software yourself, and we do the rest," he says. In addition to setting up a hosted version of Microsoft Exchange for a user's business, MyExchange provides free upgrades, 24/7 support, and the latest antispam technology to keep your desktops free of junk email. MyExchange also makes use of NetPulse's redundant systems for better availability and reliability than an enterprise could likely manage on its own.

MySmartDesk is a software agent that allows NetPulse professionals to install software, apply patches automatically as needed, and generate reports of a network's or desktop's inventory, disk and network usage, and potential vulnerabilities or network policy infractions.

"We come in to a company and do a quick audit so that you start with a clean system" before setting up the agent, says Kalle. He adds that MySmartDesk, in conjunction with MySecureNet, makes sure that, for example, no employee plugs in a notebook or other network device before it is properly checked out and set up to work on the network or that no software is downloaded without first being scrubbed.

MySecureNet offers users all the necessities for a secure network, including firewall service, Web content filtering and Web user tracking, intrusion detection capabilities to protect networks from spyware and intrusion attacks, and virus and worm protection.

MySafeFile offers automatic data backup on NetPulse's remote secure servers, with email notification when a backup is performed.

MySmartOffice falls under the category of business process

outsourcing services. Unlike its competitors, Kalle notes, My-SmartOffice provides a focused service for the small and mediumsized enterprise segment, "which has always found it difficult to obtain really good IT services with technical and management depth, continuity, and quality at a reasonable price."

Added Kalle: "This segment of the industry has been traditionally served by standalone consultants who lack the breadth and range that an ISO 9001-2000 certified firm like ours can provide."

SNAPSHOT

NetPulse MySmartOffice

Starts at about \$3,200 for a 50-seat office

Provides users with an integrated hosted IT solution that handles critical network functions such as security, data backup, and help desk support

www.mysmartoffice.ca

All-In-One Continuous Data Protection

Revivio Application Integration Suite Has Scalable Data-Protection Modules

by John Brandon

THE WORD IS OUT ABOUT CDP (continuous data protection): It's smart, and now it's more scalable. Revivio's CPS 1200i is smart because application data in Oracle, Sybase, and MS-SQL databases, Microsoft Exchange, and Lotus Notes is continually archived. And because of the addition of a new AIS (Application Integration Suite), a series of modules for automating data protection and recovery, it's more scalable. AIS is now included with Revivio CDP, with specific knowledge modules sold by request.

Within the new AIS release, there are distinct modules for application knowledge (databases, files, email, and other ERP data) and object knowledge (voicemail, storage,

SNAPSHOT

Revivio Application Integration Suite

Automates data protection and recovery processes

www.revivio.com

networks, servers, and other data). Network admins can use one control interface for auditing, scheduling, and automation of backup and recovery in conjunction with the Revivio CDP system. AIS also works with third-party backup systems from NetBackup, NetWorker, and Galaxy. The intuitive interface, which uses drag-anddrop and push-button features, automates existing backup systems (from Revivio and others) in one control center.

This can save time and training costs, and it also makes it easier to scale backup processes for disparate groups within a small to midsized enterprise. For example, with AIS, you can automate backups for one marketing group using application-aware intelligence. The control software provides one point of entry and gives admins the flexibility to control independent groups and perform more targeted automatic archiving tasks. This means

organizations can add AIS to their existing CDP archiving process and use modules as needed for various kinds of archiving needs, such as email and voicemail.

Other CDP-like products such as Mendocino RecoveryONE (www.mendoci nosoft.com) and XOSoft Enterprise Rewinder (www.xosoft.com) lack the central automation software that ties all CDP activities into one console. Also, Revivio CDP has a more continual archiving method. Some of the practical uses for AIS include testing disaster recovery test and audit scenarios for corporate compliance, live updating for test and development environments, and instant restores. The scalability is such that a data center could perform instant restores for one basic data set for one application or complete restores for an entire department software rollout or perform recovery for all federated application environments from the one AIS control shell.

Other benefits to the one-controller approach include fewer recovery errors, more immediate application support, near-elimination of some routine tasks, and streamlined backup and recovery services for an organization.

Continued from Page 19

threats spreading via IM services such as AOL Instant Messenger, MSN Messenger, or Yahoo!. The software stops messages that have unknown URLs (but sends the URLs to the system administrator) and stops any other messages that include that URL. The program sits in your buddy list, listening for these threats in the IM messages. The Akonix L7 Enforcer A6000 and A1000 security appliances include 30-day trials of the IM protection tool.

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■ In an effort to bolster email security for SMEs, Sendmail has introduced its Mailstream suite of email compliance and security software. The company has expanded from its Mailstream Manager software to include the following products. Sendmail Active Policy uses its prebuilt lexicons (GLBA, SOX, and HIPAA) to automate security and construct new policies through an intuitive Web-based UI. The Mailstream family also provides SMTPlevel connection control and zero-hour, antiabuse defense against viruses, phishing attacks, and spam. The Mailstream Gatekeeper defends against directory harvesting attacks, DoS, and DDos. It also protects groupware from undesired mail.

Mobility

■ Chapura's Outlook synchronization software, PocketMirror Professional for Microsoft Windows Mobile, now supports the Pocket PC and Pocket PC Phone Editions of Windows Mobile 5.0. This updated version offers owners of Windows Mobile 5.0-based devices, such as the Palm Treo 700w smartphone, a way to transfer more information between Outlook on the Desktop and Outlook Mobile on the handheld than is

allowed with ActiveSync alone. Pocket-Mirror Professional for Windows Mobile also offers owners of these mobile devices a Desktop-like toolset for organizing personal information on the go.

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■ GoodLink 4.8 is the latest messaging software/service for deployment of smartphones in the enterprise. Good Technology touts broad support for Palm and Windows Mobile phones, such as the Treo 700w and PPC 6700. Among Goodlink 4.8's many new features include group administration, handheld family filtering, rollout options such as memory cards, IR vCard exchange, and compliance management remediation.

■ Panacya unveiled a new version of BoxTone, a user-level BlackBerry monitoring and management software product. Designed to make it easier for enterprise IT organizations to detect, resolve, and prevent mobile-user service quality issues, the application creates custom groups to manage VIP users. It auto-detects BlackBerry users and infrastructure elements; creates detailed, real-time user status reports to support IT help desk, operations, and engineering teams; and has many other features.

Network & Systems Management

■ AdventNet's ManageEngine WiFi Manager 4.3 supports more than 70 access point models and has a single WLAN management interface. AdventNet is targeting the software at enterprises that want centralized WLAN security management. It detects DoS attacks and intrusions, as well as sniffers and other threats. Manage-Engine WiFi Manager is available in Free (supports up to three APs) and Professional Editions (supports unlimited APs).

The software is available for Linux and Windows.

■ Altiris is targeting its new plug-in at SMS administers. The Software Virtualization Solution Plug-In For Microsoft Management Server lets administrators manage virtualized applications from the SMS 2003 console. The SVS plug-in reduces command-line work and helps applications install without altering Windows. The technology affects how application files and registry settings are installed and lets administrators view SVS

status reports. Altiris hosts an SVS Web site

user community and offers the Software

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Virtualization Solution Plug-In For Microsoft Management for \$29 per node.

■ ElcomSoft introduced the latest version of Advanced Registry Tracer, an application designed to manage changes made to the Windows Registry. The utility takes snapshots of the Registry at given intervals so customers can undo, redo, and recover the computer to a previous state for any reason. The Advanced Registry Tracer is compatible with Win95/98/Me/NT4.0/2000/XP and can scan local and remote computers alike. Version 2.0 features ability to compare snapshots, add comments to the snapshots, a command-line interface, and the new object filter.

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■ EMC introduced EMC Smarts Application Discovery Manager, software for identifying, monitoring, analyzing, and automating network communications and application behavior. The software builds a model of application behavior and then monitors for changes to the way applications behave. It then updates its model accordingly. Native discovery is used for more than 500

off-the-shelf applications and user-controlled configuration discovery through SNMP, SSH, WMI, Telnet, and IP scanning. Changes are tracked, such as those to application components, IP addresses, configuration files, and file systems.

. ■ Full Armor announced GPAnywhere for SMS, software that lets SMEs utilize Microsoft Systems Management Server 2003 create and implement Group Policy settings on endpoints beyond the Active Directory. GPAnywhere for SMS establishes and sends executable GPOs (Group Policy Objects) directly from the native SMS 2003 console and has three preconfigured templates (high, medium, and low) that have a fixed set of ideal policy settings. With the templates, systems administrators who have no prior understanding of Microsoft Group Policy, can still implement security on machines. Prices begin at \$6 per managed machine, and the GPAnywhere management console will cost \$1,250.

■ IBM released the Tivoli Directory Integrator Express, Express Desktop Management Services, and Grid and Grow Express—designed to help small and medium-sized businesses manage security and businesses processes. The new offerings are a part of IBM's Express Advantage initiative. The Tivoli Directory Integrator Express helps manage identity data; Express Desktop Management Services provides a Web-based method of managing network-wide security; and the Grid and Grow Express is a hardware and software grid technology package.

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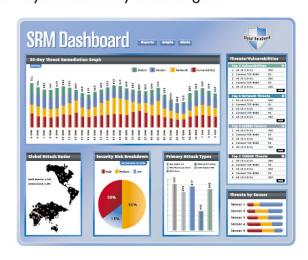
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Continued from Page 20

- Oversight Systems announced Oversight 3.8, which extends Oversight's continuous controls monitoring software by allowing users to customize their analysis and build upon Oversight's practices in transaction inspection and continuous monitoring. Oversight 3.8 provides a secure medium for authorized users to tune the configuration of Integrity Checks. Nontechnical users can create new Integrity Checks for real-time transaction inspection that are customized for company-specific processes. Oversight partners are leveraging the capabilities to develop monitoring solutions for trade promotion, Basel II, license enforcement, and OMB A-123.
- Shavlik Technologies announced the Shavlik NetChk Analyzer, a network patch scanner designed to be a seamless upgrade for Microsoft MBSA 1.2.1. This command-line patch management program features agentless technology, Microsoft and non-Microsoft patch scanning capabilities, and flexible reporting output. Shavlik NetChk Analyzer supports Win NT4.0/2000/XP and Windows Server 2003. The analyzer scans popular Microsoft and non-Microsoft applications including Microsoft Office, SQL Server, Exchange Server, Adobe Reader, Firefox, Real Player, WinZip, and many others.
- Uplogix released Envoy 2.5 and EMS (Envoy Management Station) 2.5. The new system allows administrators to issue remote commands, and its out-of-band design provides automated network support regardless of network performance. This feature allows for a wide range of automated routines that can do anything from remote data collection to network recovery. A new SLV (Service

POWERFUL

EASY TO USE

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Level Verification) module is able to measure network performance from the end user's perspective and can help identify potential performance bottlenecks. The new version includes additional support for Sun Solaris servers as well as enhanced features for satellite-based networks (SkyWan and iDirect). New support for GPS allows administrators to include location data important to satellite communication regulations. Users can now fine-tune the reports generated and even opt to have regular reports sent via email.

■ WildPackets announced OmniAnalysis Platform 4.0 with new enhancements for Application Analysis, distributed Network Forensics Analysis, and VoIP Expert Analysis. WildPackets is also providing indepth media stream analysis and VoIP problem diagnosis using technology from Telchemy. The OmniAnalysis Platform provides simultaneous, real-time network analysis and is compatible with 10/100 Ethernet, 802.11 wireless, full-duplex Gigabit, and WAN connections.

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■ XOsoft launched WANSync 4.0, which customers can use to ensure that they have continuous access to applications across the network. Version 4.0 features several new components, including a Reconfigured Management and Deployment Module, Continuous Data Protection Support for Unix, and a new Internet Information Services product application. The offering also supports Linux, 64-bit computing, and BlackBerry Enterprise Server.

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Security

■ Bull Evidian has bolstered its AccessMaster software suite with WiseGuard

- 4.5. The software includes Extended Manager, a new feature that contains security administration tools. IT professionals can adjust these tools according to key business processes. WiseGuard 4.5 uses an open, global e-SSO (single sign-on) solution that adapts to businesses' unique needs, which makes it the only solution that delivers integrated life cycle administration tools. For workstations, WiseGuard 4.5 is available for Windows 2000/XP/2003 OSes, and it is compatible with Windows Terminal Server and Citrix (Presentation Server, NFuse, and MetaFrame) environments for thin clients.
- Configuresoft's Enterprise Configuration Management Extensions for Microsoft's Desired Configuration Monitoring (ECMMX for DCM) lets you quickly view security policies across your entire network (Windows, Linux, and Unix systems are all supported) from a standard SMS 2003 console. Using the software, administrators can use templates to ensure company networks meet regulatory requirements. Problems are quickly identified and fixed and bring the system into compliance.

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■ GTA released GB-OS 4.0 Firewall Software, which includes a Live Mode/Test Mode function for runtime configuration. Administrators can edit and test configuration changes before implementing them across the network. The new version of the software also includes object encapsulation, expanded group support, and improved WAN/LAN routing capabilities with VLAN. GB-OS 4.0 is available preinstalled with all of GTA's appliances and the turnkey GB-Ware software firewall; it's available free to existing GTA customers

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with either a support contract, an annual maintenance agreement, or to those who purchased a GTA firewall on Feb. 17, 2006 or later. Others should contact GTA for pricing of new and upgrade copies.

enig of new and upgrade

■ MaXware announced the MaXware Identity Defense Edition. The platform-independent identity storage and provisioning product is designed to help defense organizations meet military objectives while keeping costs low. The product features an exercise planning module, which lets users modify secondary identity stores so that exercise data can be deployed without disrupting a production environment. Also featured in the software is Griffin Enhanced DS synchronization and preconfigured synchronization templates based on the Griffin Enhanced DS specification. These and other features mean forces in the field have always-available access to identity information.

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■ nCircle announced the nCircle IP360 v6.6, designed to advance nCircle's agentless host profiling technology. The technology now includes Host Configuration Analysis, nCircle Focus, and FIPS 140-2 certification. The Host Configuration Analysis uses an automated assessment of host configurations to enable internal security policy and regulatory control compliance monitoring. nCircle Focus is a new way for security analysts to view network security reports with an intuitive interface to aid security professionals in mining for network security intelligence. FIPS 140-2 compliance ensures the IP360 meets the highest level of protection required by the U.S. government.

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AFFORDABLE

Continued from Page 21

■ Secure Computing's SafeWord Secure-Wire Identity and Access Management Appliance helps protect corporate networks from unauthorized use and poor configuration. The appliance starts by using Safe-Word's authentication scheme to securely identify users. (SecureWire is also compatible with Active Directory, LDAP, and RADIUS.) It includes support for various authentication devices, including smart cards, biometric devices, and various security tokens. Once connected, SecureWire properly limits access to specific resources and can evaluate end nodes attempting to connect to the network, denying a connection to devices that do not meet corporate security policies (such as a home desktop that lacks the latest security patches). Three versions of SecureWire are available; SecureWire 100 offers support for up to 100 simultaneous users, SecureWire 500 supports 500 simultaneous users, and SecureWire 2500 supports up to 2,500 simultaneous users.

Secure Computing also announced major additions to the former CyberGuard TSP portfolio to support the company's Unified Threat Management offerings. These products include TSP Release 6.4, which integrates Webwasher secure content management features along with enhancements to the TSP firewall and VPN capabilities. Two new products were also added to the TSP product portfolio; the TSP 7300 for large enterprises and the new TSP 3450J for the medium-sized enterprise. In addition, the company announced version 3.2 of the Global Command Center, which provides centralized configuration, management, and monitoring of very large secure IP networks.

■ Sophos and PGP announced a new email security program that integrates Sophos PureMessage with PGP Universal. By combining Sophos's spyware, virus, spam, and phishing protection and its email policy enforcement with PGP Universal's automatic email encryption, decryption, digital signatures, and centralized policy, users receive comprehensive email security and complete messaging network protection.

■ SurfControl announced enhancements to its Internet protection software products. The SurfControl Email Filter and RiskFilter now have expanded security protocols including sender policy framework support and transport layer security encryption. SurfControl Mobile Filter provides administrators with the ability to manage and control Internet use, along with the ability to protect laptops and other remote workstations against spyware and malware in real time. SurfControl ETS (Enterprise Threat Shield) helps enforce policy with disconnected users by detecting and preventing the removal of files from a network if disallowed.

■ Websense announced the latest version of its Web Security Suite. Designed for medium-sized and large enterprises, Web Security Suite version 6.2 blocks access to Web sites that host bot command-and-control centers and prevents the launch and spread of bots and bot networks. The software also blocks email-borne worms, spyware, internal hacking attempts, and other security threats. Web Security Suite consists of the Websense SiteWatcher, BrandWatcher, and ThreatWatcher.

Storage

■ BakBone released its MySQL plug-in, NetVault: Backup APM (Application Plug-In Module), which delivers open-source data protection. The plug-in has been certified under MySQL Network Gold Certified Partner Program. The APM can consolidate multiple MySQL storage engines into a single job. It also has better point-in-time functionality and supports for MyISAM, InnoDB, and Merge storage engine database data. The plug-in supports Linux and Windows and starts at \$1,075.

■ EMC announced EMC Smarts Storage Insight for Availability, which provides root-cause and impact analysis of availability issues for Fibre Channel SANs. Storage Insight for Availability provides the autodiscovery benefits of EMC ControlCenter and identifies the network-wide consequences of failures. EMC Smarts Storage Insight for Availability focuses on EMC Symmetrix unit, volume, front-end director, and port-link failures; EMC CLARiiON unit, volume, storage processor, and portlink failures; Fibre Channel SAN switch units and port links; and host bus adapter cards and port links.

■ StorageCraft Technology released ShadowProtect in Server and Desktop Editions. The software is targeted at administrators who want to back up computers, notebooks, and Windows servers. The Server Edition can handle point-in-time backups and can mount thousands of pointin-time backups simultaneously. Administrators can take full images and can back up not only changed data, but it can also simultaneously back up snapshots of multiple volumes. Administrators can mount backup images and then use virus scans to remove viruses before restoring the images, and it can handle any disk-based storage device. The Desktop Edition of ShadowProtect lets admins back up computers and notebooks as they run. It also supports point-in-time backups and supports backup schedules. As with the Server Edition, it can perform bare metal recoveries. ShadowProtect Server Edition is available for \$699, and ShadowProtect Desktop Edition is available for \$69.95.

SERVICE

Network & Systems Management

■ Gateway introduced a new service for midsized businesses. Gateway's Professional Services allows businesses personalized services so that the product is specifically geared toward the company's needs. This service provides Server Virtualization for a more flexible infrastructure in which companies can save money on hardware by consolidating components. Gateway estimates that it will take approximately two to five days to evaluate the existing infrastructure, develop a plan, and implement the new virtualization service.

Training

■ Tripwire announced a consulting service called Change Controls Essentials, designed to help businesses and organizations evaluate and implement effective change management processes. The service can help the client organization pass audits and become a more efficient unit. The service consists of a single-day Change Controls Introduction, and a two-day Change Controls Workshop.

Manufacturer Presentation

Software - Network & Systems Mgmt. Advertisement

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OPINIONS

UPTIME

Storage Options

My involvement in the computer industry began about the same time as the introduction of the IBM personal computer in 1981. Since that time we've seen dramatic improvements in computer technology. The original IBM PC used a 4.77MHz Intel 8088 and came with either 16Kb or 64Kb of RAM, expandable to 256KB RAM. Obviously we've seen incredible improvements in processor and RAM technology since then, and today typical PCs ship with 2 to 3GHz processors and 512 to 1,024MB of RAM.

However, while processor performance improvements have been amazing, the growth in storage space has been nothing short of astonishing. Compared to the original IBM PC, a typical new personal computer's processor is 500 times faster, it has 8,000 times more RAM, and disk storage has increased by a factor of 200,000! The advancements in disk drive technology have not been limited to increases in capacity. A lot of new and interesting

functionality has also been added along the way. In today's column I'd like to discuss some of the more interesting storage options and trends that I've seen.

The Backup Problem

One of the side effects of the tremendous increase in disk storage capacity has been a change of strategy for backing up personal computers. It used to be common to use tape drives to back up personal computer hard drives. However, tape drive capacity, especially the more affordable tape formats, simply have not been able to keep up with the growth in size of hard drives.

Ironically, the cause of the problem (bigger disk drives) is also the solution. Hard drives have become so inexpensive that the lowest cost solution for backing up a hard drive is another hard drive. These are usually external drives connected via USB or FireWire, although external SATA drives have also started to appear. These drives usually aren't fast enough

This makes redundant storage available to people who haven't got a clue about RAID.

for main line storage, but they are much faster than tape and make a great backup solution. Enterprise users have also started to utilize large arrays of inexpensive SATA disks to create near line storage for rapid backup that can be written to tape later if necessary.

Easy File Sharing

A recent trend that I predict will become even more popular is the use of low-cost NAS devices for I've personally set up a NAS solution based on the ReadyNAS X6 from Infrant Technologies in my own house. I've been very impressed with this device. It automatically configures the RAID level based on the number of disks you have installed and will automatically reconfigure and expand the array when you add new disks. This makes redundant storage available to people who haven't got a clue about RAID. For file

DANNY CECIL



Danny Cecil has 19 years of experience in product development and information technology at various companies, including HP and WildTangent. For the past few years, Cecil has managed data center operations and information technology for several Seattle companies. He is currently the vice president of operations for WildTangent, an online game publishing company in Redmond, Wash.

file sharing, both in homes and in small businesses. Some of the newer devices for doing this are so inexpensive and so easy to set up that even neophyte users can set up a server for file sharing in just a few minutes. While this type of file sharing can be done with your PC, these NAS solutions make the whole process much easier, and you don't have to depend upon a specific computer being available for file sharing to work.

sharing, the X6 supports Windows, Mac, and Unix clients. It also provides Web, mail, ftp, and DHCP servers, along with support for streaming media. This is a very powerful solution for not a lot of money. It would be appropriate both for homes with multiple PCs as well as small businesses.

Performance

Traditionally, if you wanted a high performance disk I/O solution, you'd have to spring for expensive

SCSI or Fibre Channel disks, preferably ones that spin at 15,000rpm. These disks are still the best for the ultimate in performance, but for workstations, gaming computers, or any PC that requires fast I/O, a lower cost alternative has emerged. Most high-performance mainboards now support RAID right on the motherboard.

Initially these embedded RAID solutions were pretty simple, typically supporting only RAID 0 and RAID 1. However, these devices have become increasingly sophisticated, and you can now find motherboards that directly support multiple RAID levels, including RAID 10! Striping across two or four low-cost SATA drives provides both a high level of performance as well as enormous capacity. A user could easily configure a PC with 2TB of disk space with this technology. It's hard to imagine how any user could fill up a 2TB volume!

I've barely scratched the surface of the new applications that the growth in disk size has enabled. And despite frequent warnings that we are reaching the physical limits of bit density, suppliers keep finding new ways to cram more bits of data onto disk drives. The latest advance is perpendicular storage, which will likely enable 1TB-plus disk drives. Simply amazing!

Send your comments to danny@processor.com

Manufacturer Presentation _

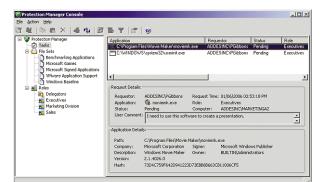
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In response to the alarming proliferation of security viruses, worms, spyware, and other malware infiltrating PCs, Winternals Software® has created a new security tool called Protection Manager. Recent gaffes such as Sony music CDs' inclusion of rootkits, a cloaking technology commonly used by hackers to implant and hide files on a user's computer without their knowledge, has highlighted the ease in which malware can get into a system.

Protection Manager is a security solution that blocks the execution of all unknown applications, enables enforcement of security policies, and thwarts intrusions with zero-day control. When Protection Manager is deployed to the Microsoft-based enterprise, malicious applications cannot execute and create problems on cov-



ered desktops, notebooks, and servers.

"One of the problems with antimalware solutions today is that they are completely reactive. When a new or modified virus or worm is introduced, it can wreak havoc within a company's network and cause both data loss and system downtime long before a patch to defend against it can be created and deployed to the public," says Winternals co-founder Mark Russinovich. "The Protection Manager approach is to block any unknown application, be it a rootkit, trojan, botnet, or any other malicious application. This effectively eliminates the zero-day attack problem. Had Protection Manager been installed within enterprises using Microsoft Windows 2000, XP, or Server 2003, its very design would have prevented the Sony rootkit from being installed."



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Enterprises generate an overwhelming volume of security data and still do not have the tools to turn this data into the information and knowledge they need to make the best decisions often needed immediately as the threat environment changes. Another type of report is not the answer; they need the information at their fingertips, displayed in a manner that lets them see exactly what they need to see at that moment.

Here are some common scenarios where nCircle Focus could save hours over any other type of analysis, such as the typical reports generated by vulnerability management products:

- Your log monitoring service alerts you to a large amount of traffic being generated by a host on your network. What type of host is it, what applications is it running, what ports are open, what vulnerabilities does it have, and who owns it?
- A new Denial of Service attack is out for Cisco IP phones and no patch is available yet. Where are the IP phones on your network that are running the vulnerable software version?
- The CEO wants to know if the company is at risk to the WMF threat that one of his board members just read about on the Internet. He wants to know: Is there a patch available? What systems are vulnerable? Where are they and who owns them? Do they have line-of-sight access to high threat zones? Are they running critical applications that fall under regulatory control objectives?

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OPINIONS

Microsoft's Origami **Unfolds Mobile PC Logic**

Portable devices based on Microsoft's UMPC (Ultra-Mobile PC) form factor are starting to hit store shelves. These handhelds, formerly code-named Origami, run a tweaked version of Windows XP and fall somewhere between PDAs and notebooks. For now, their cost and limited battery life render them a nonstarter for the enterprise.

What Could Have Been

In many respects, the UMPC is an admirable concept that's been let down by underwhelming execution. A slab that weighs less than 2 pounds, sports a 7-inch touchscreen, and has built-in Wi-Fi and Bluetooth should garner more than passing interest from IT managers interested in deploying more flexible portable devices to an increasingly mobile workforce.

Unlike traditional PDAs, UMPCs run full-blown versions of Windows applications. They don't require syncing and translating, so reduced-function mobile applications can open them on the device. Like a notebook, UMPCs have ample horsepower and application compatibility.

But their skimpy battery life of about three hours just doesn't cut it when the UMPC is supposed to be a knowledge worker's right hand for an entire workday. We somehow accept that our notebooks will hold out for two or three hours on battery power. That's because most of us never stray too far from a power outlet.

But when the devices shrink, we're more likely to toss them into a briefcase and use them, often for extended periods, in the field. If the lowly PDA can last for days on a charge, why couldn't Microsoft squeeze more than a longish feature-length movie out of this latest device?

Beyond battery life, UMPCs suffer from a paucity of vendor support. So far, only two midtier

vendors, Samsung and ASUSTeK, have announced UMPC-based products. Replacing somewhatchunky styling with industrial design commonly seen on Apple's products would also make these new devices more memorable.

The HPs and Dells of the world learned their lesson from the Tablet PC experience. These notebook-like machines with swiveling touchscreens represent an ideal extension of the portable, full-featured notebook. But buyers weren't willing to accept a 50% price premium over a conventional notebook for the ability to scribble on the screen.

While touchscreens certainly deliver some advantages to specific vertical sectors—for example, healthcare professionals filling out forms and delivery personnel signing electronic documents—the fundamental business benefits of Tablets were never fully articulated

CARMI LEVY



Carmi Levy is a senior research analyst with Info-Tech Research Group, a London, Ontariobased research and professional services firm. He is the author of Info-Tech's Optimizing Your IT Infrastructure best practices methodology, as well as the 2005 research report, "Building the Next Generation Help Desk." Levy holds a journalism degree from Montreal's Concordia University and has extensive experience in IT project management, helpdesk re-engineering, high performance team leadership, and process redesign.

throughout the mass market. Like the UMPC, the Tablet PC was a promising form factor that was let down by too high a price and limited vendor support and has since languished as a niche product.

The UMPC inherits this thinking. Vendors have long memories, and no one wants to invest in a platform incapable of showing immediate returns.

That Pesky Money Thing

Regardless of whether a new device delivers on every last technological promise, buyers seemingly care about one thing: the bottom line. UMPCs will sell for anywhere between \$599 and \$999, which puts them squarely in low-end notebook territory.

Time and again, promising products have failed because similarly priced entrenched alternatives were considered good enough by the core of the target market. Unless the price is sufficiently advantageous or the new devices offer such instantly understood benefits that price is no longer an issue, the newcomers will fail.

IT procurement is a nastily conservative function. Managers won't buy in unless there's a sufficiently compelling reason to do so. The first UMPCs do not compel.

To PC Or Not To PC

How we perceive the devices we carry with us is key. Are these scaled-down PCs, or are they extended-function entertainment devices? Do they compete against game machines such as Sony's PSP or against music and media players such as Apple's iPod?

Ultimately, yes. Consumers will carry only one do-it-all device. They identify themselves with that one device, and both design and functionality are important. Mobile device evolution is currently in a significant state of flux as vendors try new designs and feature sets, hoping some will succeed. For every iPod that nails its market, dozens of designs miss the dartboard entirely and silently disappear.

The UMPC won't vanish immediately. But like most radically new form factors, it will take a couple more generations before it hits the sweet spot of price, power, battery life, design, and utility.

Microsoft has always been willing to stick with new technologies until they succeed. Only time will tell if the UMPC will survive, but Microsoft deserves kudos for pushing the bounds of device design. It isn't quite there yet, but it will someday deliver a mobile device that meets all of IT's power, performance, and price requirements.

Until then, IT would be best served by keeping its wallet in its back pocket. Call this one not yet ready for prime time.

> Send your comments to in fotech@processor.com

.Manufacturer Presentation **_**

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Mobile Data Protection Solution

CREDANT Mobile Guardian 5.1 "Follows The Data" Across All Endpoints

CREDANT extends policy-driven security management and controls across the entire mobile data lifecycle and supports Collaborative Mobile Data Security—an enterprise-hosted model that allows organizations to control security policies for data on mobile devices owned by business affiliates. By delivering a comprehensive solution that allows organizations to control and protect all mobile data with security that "follows the data" across all endpoints, CREDANT closes the security gaps created by mobility.

CREDANT Mobile Guardian provides comprehensive protection by mapping the Mobile Data Security Life Cycle to four key process elements: Detection, Protection, Management, and Support. This provides organizations with a strategic approach that enables them to protect data at all times and implement cost-effective compliance controls that adapt to changing business requirements. CREDANT's cross-platform policy enforcement ensures security "follows the data" across the broadest number of platforms managed from a single console. CREDANT Mobile Guardian delivers the only architecture that manages the entire Mobile Data Security Lifecycle. In version 5.1 of CREDANT Mobile Guardian, CREDANT strengthens security across the entire lifecycle with the following enhancements:

- Encryption of Removable Media enforces the Intelligent Encryption of data moved to any removable storage device.
- Intelligent Encryption of Application Data enforces the encryption of data created by business applications to protect against user error or malicious action that would leave data exposed.
- CREDANT 2go enables employees to "point, click, encrypt" files for secure transfer via email, instant messaging, or other means.
- Out-of-the Box Support for Two-factor Authentication supports industry-leading solutions including RSA SecurID for Windows, IBM Biometric Authentication, and Smartcards.
- · Over-the-air Deployment, Activation, 'Data Kill', and Policy Updates -includes interoperability with third-party device management and synchronization providers, over-the-air activation and policy updates, and immediate, enforceable, "Data Kill."
- Expanded platform coverage comprehensive platform support includes Windows Mobile 5 and the automatic detection and provisioning of Symbian devices.
- Enhanced Audit and Reporting administrators can easily generate detailed reports on the use of mobile devices within the organization, quickly determine if notebook or handheld computers are secured and in compliance, and export the data to third party reporting tools.



Manufacturer Presentation

Software - Network & Systems Mgmt. Advertisement

CNG-SAFE (Shared Access Filing Environment) Helps Improve User Productivity

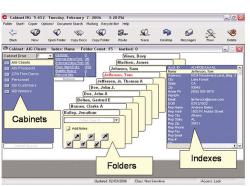
Cabinet NG helps SMBs/SMEs improve business efficiency, without complicating the current processes. Because "Paper Cuts Profit"." Cabinet NG's CNG-SAFE document management software minimizes paper in key workflow intensive areas, including documentation, accounting, and compliance.

Documentation

In most industries, more than 80% of a company's information resides in unstructured (paper) and difficult-to-find documents. Fast access and control over business-critical documents is essential to minimizing costs and improving efficiencies. CNG SAFE provides the document management platform for electronic retrieval, routing, and archiving of these documents.

Accounting

The SMB/SME accounting function is continually challenged by paper gridlock. CNG-SAFE turns AP/AR and other paper bottlenecks into efficient, streamlined electronic processes. This helps CPAs save time and reduce data entry and filing errors in a way that makes filing and finding documents quick and easy. For QuickBooks users, CNG-Books merges document filing/data entry into a single automated process and enables viewing documents directly from within QuickBooks.



Cabinet NG captures your processes electronically

Compliance

CNG-SAFE is a vital tool for companies striving to meet compliance requirements. Businesses today are under increasing regulatory pressure to secure and track their financial, personnel, and private customer information. CNG-SAFE offers a secure and effective way to manage information lifecycle requirements through retention classes, version control, and other critical compliance features.

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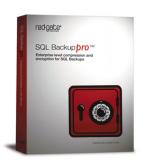
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Red Gate Software's SQL Backup



Red Gate Software's SQL Backup Pro Edition provides high-performance backup and recovery for enterpriselevel SQL Server implementations.

"SQL Backup Pro Edition includes two tools—SQL Backup and SQL Log Rescue—that should be a part of every DBA's toolbox," says Jason Delaune, production DBA at Tulane University. "It was a crucial tool in our backup and recovery efforts surrounding Hurricane Katrina and will continue to be a vital part of our data security strategy."

SQL Backup Pro Edition provides multiple encryption levels up to 256-bit using the AES algorithm, the same standard specified by the U.S. government for encrypting top-secret data.

The software bundle sets new standards for convenience and flexibility, enabling users to connect and manage all server backups remotely from a central client-based GUI and take advantage of wizards to plan SQL backups and automate log shipping. Object-level recovery and log analysis is provided through SQL Log Rescue.

Advanced compression levels in SQL Backup Pro provide up to 95% smaller backups and deliver speeds up to three times faster than native SQL Server backups.

SQL Backup Pro Edition is available for \$695 per server, with substantial volume discounts. It is compatible with both SQL Server 2005 and SQL Server 2000.

A free, fully functional, 14-day trial version of SQL Backup Pro Edition is available at www.Processor.com/RedGate

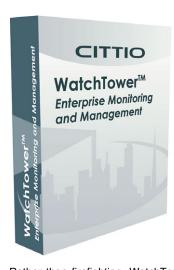


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Rather than firefighting, WatchTower's proactive approach eliminates the scenario of systems having to crash first to trigger alarms. Proactive notifications are sent allowing preventative maintenance to be done prior to systems becoming unavailable. Potential issues and problems are prevented while systems and people remain productive and working.

While delivering a feature set similar to traditional large enterprise-class monitoring platforms, WatchTower is unique in its ease of use. Watch-Tower automates asset discovery as well as historic and real time monitoring of hardware, applications, and network performance.

Real Benefits of the Solution:

- Automated asset discovery and graphing of key statistics
- · Proactive thresholding and notification engine
- Executive-class reporting and analytics
- Monitoring of the network, servers, and software applications

Features include:

- LAN/WAN monitoring
- Bandwidth monitoring
- Asset management
- Hardware performance analysis, including CPU, memory, disk usage, file I/O, and more
- · Application and database monitoring and usage
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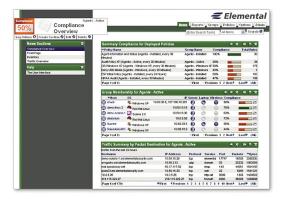


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Software - Security Advertisement

Elemental Security Platform 2.0

Enhances Policy and Risk Management Functionality



The Elemental ESP 2.0 delivers a deep policy library, including templates for regulatory initiatives such as Sarbanes-Oxley (SOX), the Health Insurance Portability and Accountability Act (HIPAA), and the Payment Card Industry (PCI) Data Security Standard, as well as for security best practices for operating system and application security from organizations such as NSA, DISA, Microsoft, and CIS. The Elemental ESP delivers enterpriseclass performance with support for up to 10,000 managed agent hosts per server.

The Elemental ESP delivers centralized policy management and process automation across common server and desktop operating systems, allowing security administrators and compliance officers to consistently manage security policies across their entire network within a single management system. Elemental's new release offers agent support for Unix versions of IBM (AIX) and Hewlett-Packard (HP-UX), as well as for Mac OS X. Updated agent support for Red Hat Enterprise Linux 4 and server support for Sun Solaris have also been added.

In addition, the Elemental ESP offers enhanced functionality, including fine-grained policy management privileges and distributed authentication for administrators, flexible scheduling of policies and reports, extensive reporting supported by detailed drill downs, rule exception granting, and policy support for leading antivirus and antispyware applications.

Key Customer Uses:

- · Protecting critical resources from unauthorized systems and users by implementing role-based access controls
- Protecting sensitive data against compromise or loss by complementing perimeter defenses with strong internal security based on effective policy and risk management
- · Managing enterprise security policies more effectively with the first and only security policy system that makes the state and activity of users and computers totally transparent to administrators
- · Simplifying Sarbanes-Oxley, HIPAA, and PCI compliance by making it easier to identify the required controls
- · Reducing the cost and complexity of security and compliance audits through automation, which makes it simpler to show auditors that policies have been properly implemented, maintained, and monitored



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Protect Your I.T. Equipment... Don't wait until it's too late!



What Will You Do When Disaster Strikes?



Right now, your data center is under attack!
You might not believe it because things appear to be running smoothly. The network is up and bandwidth is not taxed. The servers are accessible and users aren't complaining. Everything appears to be under control. However... just beyond that wall, above those ceiling tiles, or under the raised floor is a disaster waiting to strike. Even worse, it has your name written all over it!

You see, no one really knows when or how a disaster will strike. We just know the potential is always there. So preparing for it is critical to minimizing its impact on computers, networks, users and the organization.

Computer Room Environment Monitoring Too Often Overlooked

Today's data centers are complex and handle an immense work load. This is because what happens there effects the entire organization, supporting hundreds or thousands of employees. The most overlooked issue in data centers today remains "environment monitoring". This is true at least until a disaster strikes, then it becomes *Job 1*. Why wait for your own disaster?

What Is Environment Monitoring?

In the data center, computer and network equipment must be kept within a specific range of environmental conditions. If these get out of bounds, unpredictable and potentially catastrophic results can occur and cause data loss, hardware failure, denied access, and downtime. Primary issues include:

- Temperature (high / low)
- · Main & UPS Power (interruptions)
- · Flooding / Water (leakage)
- · Humidity (high / low)
- Smoke / Fire / CO2
- IP Camera (security)
- Intruder / Room Entry / Motion (security)
- Dry Contacts (aircon, cooler, generator, etc.)
- Panic Button (staff calls for help)

Air Conditioning Remains The Primary Cause Of Most Data Center Disasters

Failure of a primary or backup air conditioner is a major threat in all computer rooms, as temperatures will rise rapidly. Condensation overflow from air conditioning or leaks from water pipes that support a system can cause

flooding. Power drains from AC can also damage computers & equipment.

Main Power Sources Remain Unreliable, A UPS Is Simply Not Enough

Even in the 21st century, we still haven't harnessed electricity. Situations like over / under voltage, spikes, drops and blackouts haunt managers. Failure of backup power sources like generators or UPS systems with short run or expired batteries can make a bad situation even worse. Consider what happens when main power goes out and a UPS keeps CPUs alive while the air conditioning systems stay down. The end result is extreme temperatures in the computer room that will eventually cause severe hardware damage or

- 61% of data centers say downtime is due to environment issues 1X+ in past 12 months
- 23% of data centers say downtime is due to environment issues 5X+ in past 12 months

Your Data Center & Job On The Line

If disaster strikes your data center, how will it impact business? Who will get the blame? Could it have been prevented? Will management be asking for your head on a silver platter?

Downtime Costs More Than Money

When disasters occur, there are significant costs in areas that go far beyond the simple replacement of damaged hardware. Data can be lost and costs incurred to restore or recreate it; online operations lose sales & service opportunities... causing lost revenue both now and in the future; salaried employees continue to get paid even while systems are down and they can't work; overtime accrues for IT staff who work around the clock to get systems back online; and there will be other costs too.

- 59% of data centers say downtime lasts 1/2 day+ • 27% of data centers say downtime lasts 1-3 days
- 45% of downtime costs over 10K per incident 11% of downtime costs over \$50K per incident

A Proactive Approach Is the Best **Because Computers Don't Swim**

The concept of knowing early and immediately about developing environment problems is easy for all prudent managers to understand. A business does not have to encounter a flood for the IT staff to know that

computers don't swim. The "5 Critical Steps" to successfully prevent an environmental incident from causing your organization a catastrophic disaster include:

5 Steps To Prevent IT Environmental Disasters

- 1) Early and Immediate Detection
- 2) Automated Alerting to Responsible IT Staff
- 3) Fast and Appropriate Action by the IT Staff
- 4) Automatic Response & Action Procedures
- 5) Review, Analyze & Plan Future Prevention

Insurance And Recovery Plans Are Just "Band Aids" After A Disaster

Insurance policies offer some financial relief from disasters by compensating for the cost of lost equipment. However, they never cover all of the extended costs (see above). Worse still is the impact on cash flow while you wait to be reimbursed. And who wants to fill out all those forms anyway? Then, in 6-12 months your insurance premiums go up. Ouch!

As for recovery plans, you need to (must) have one. Although, wouldn't you like to have one and never be forced to use it? Even the best recovery plans do not pay the costs. They provide a guideline as to how to get back in the game after a disaster. Wouldn't your management team rather avoid the experience altogether? Wouldn't you?

Why Put Your Business At Risk?

How much would it cost your business to lose access to primary servers or the network for just a 1/2 day? Ten, twenty, a hundred thousand dollars? A million dollars? It depends upon what you do although any loss is too much when it's *your* money. In today's online world, downtime for even a few minutes can mean life or death to sales opportunities or the entire business. Do you need to be in business continuously, like 24 x 365? Then stop running around with scissors

Solutions Exist For Computer Rooms Of All Types And Sizes... Yours Too!

AVTECH Software has several powerful, scalable solutions for environment monitoring. All are small enough to hold in one hand, completely mobile, and optionally available in a rack, wall and ceiling mount. They come complete with easy to install hardware, cables, sensors, easy-to-use network-wide monitoring software, CD media & documentation,

installation notes, 12 months of Maintenance Support & Update Service, even a screwdriver. Installation is easily completed in minutes.

TemPageR is designed for easy, advanced, temperature monitoring, alerting and more. Room Alert models offer the ability to monitor temperature, humidity, power, flood, smoke, cameras, dry contacts and much more. See the model comparison online for detailed information. All models offer a built-in web server & interface for standalone use (i.e. No PC required) and alerting. All models include a bundled (Free) license for our powerful PageR Enterprise software that provides advanced alerting, logging, automatic corrective actions, network-wide monitoring and other benefits.

Who Uses These Monitoring Systems?

AVTECH Software products are used around the world by all types of organizations. Sample users include the White House, Pentagon, United Nations, most branches of the U.S. government, over 80% of the Fortune 1000 and businesses of all sizes. We think that your organization is just as important. Don't you?

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StoneGate for IBM zSeries is a software solution that is part of Stonesoft's suite of network security and business continuity solutions, which also includes a family of network security appliances. Other hardware environments supported by its software solution include IBM eServer, IBM iSeries servers, and xSeries Intel®-compatible servers.

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Streamline Network Monitoring

"Essential Microsoft Operations Manager" **Updates Admins On Multiserver Management**

by Bruce Gain

IF YOUR NETWORK environment is dominated by Exchange Server, Active Directory, and other Microsoft server applications, MOM (Microsoft Operations Manager) warrants consideration as a singlesource network monitoring and diagnostics tool. "Essential Microsoft Operations Manager" uses a task-oriented presentation for you to plan for, implement, and administer Microsoft's server

monitoring application, which, according to the company, now has more than 20% of the market share in the network monitoring software market.

Get To Know MOM

The book begins with a chapter detailing MOM's core components and analyzes the alert messages with a number of screen shots. Learning how to use the messages to remedy the problems of a specific server is also explained. In addition to interpreting what you will see in alert windows, you also learn how to tweak and configure alerts to meet your needs.

Installation 101

Chapter two holds your hand as you are taken through the different steps required to gather your network-specific information to get MOM up and running. This process involves collecting input from the different departments in your organization, including business operations managers and technical staff.

The steps beginning from the engineering process and culminating in the product implementation are described in detail while the planning and deployment steps of MOM for a fictitious company called Leaky Faucet serve as an example of what you will face. Leaky Faucet scenarios are also used to illustrate different facets of MOM throughout the book. The specific installation steps for the

production management groups are then described, beginning with the MOM 2005 operations database and the first management server.

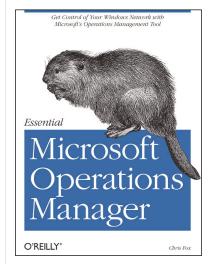
Up & Running

After the first two chapters, the bulk of the book is devoted to detailing MOM's functions and what you will face when running the program on a day-to-day basis. The objective is to familiarize yourself enough with how to run and take advantage of MOM so that you will rarely, if ever, have to rely on monitoring utilities separately for different servers or have a system go down without getting a MOM alert first.

MOM components include descriptions of how managing agents work, how to administer management packets and global settings, the operator console, and reporting functions.

The last two chapters will be of less interest for most small to midsized enterprise admins as they are devoted to MOM operation in large, multiserver environments. This is unfortunate because the last chapter covers how to adapt MOM to non-Windows server applications but is described in a largeenterprise context. The book could have devoted more verbiage to how to run MOM for applications that are not part of the Microsoft fold but are common in an SME environment, such as Lotus.

Presented in the famous O'Reilly format, "Essential Microsoft Operations Manager" is clearly written and accessible, with a fairly comprehensive index of MOM components and a glossary. The qualifications of the author, Chris



Essential Microsoft Operations Manager

Author: Chris Fox Publisher: O'Reilly Price: \$39.99 Format: Paperback, 355 pages

Fox, include MOM experience installing over 500 nodes since 2002. He is also employed by Microsoft as a portals technology

As the author states in the introductory section, the book is intended to help admins get their feet wet with MOM administration. "Essential Microsoft Operations Manager" should fulfill this need, while serving as a handy reference book once MOM is up and running.

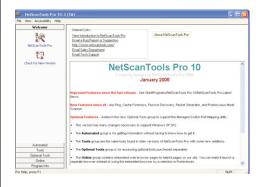
Key Concepts

MOM (Microsoft Operations Manager) may initially seem daunting to install and run, but the time saved by monitoring all of your Microsoft network servers through a single interface can pay handsome dividends. Installation requires fairly comprehensive prep-work involving gathering information from different departments in your organization to best configure MOM to meet your needs. Managing agents, management packets, and reporting functions play a big part in administering MOM. After installation, having to use separate monitoring utilities for different servers or learning about network failures from users becomes a thing of the past.

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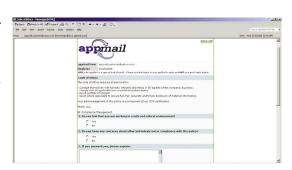
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policies to employees' inboxes, collects affirmations, consolidates responses, and sends reminders for outstanding requests. Dash provides organizations of any size the tools necessary to optimize information distribution, collection and, analysis and increases productivity as important business processes are completely automated.

Features

Dash, a Web-based email tool, offers a new way to manage policy distribution and ensure employee compliance through email. Organizations can design and send policies via email and then capture and analyze responses. Dash puts structure in email without using attachments; consolidates all email responses into one; stores all responses in a database; allows for preset delivery dates, reminders, and dates to receive a consolidated report; and is user-friendly.

Templates of most standard forms are available to help save time.

Dash enables organizations to use email to design and send customized surveys and compliance documents and to collect and consolidate all email responses into one organized report.

Dash saves time and processing costs as information is exchanged easily via email and reports are generated from data automatically collected. The Dash universal email solution provides tools to facilitate compliance with Sarbanes-Oxley and similar regulatory requirements. Dash takes email to the next level by automating and improving business processes.

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How's & Why's Of Data Center Tiers

There's Much More To Consider Than Just Raw Computing Power

 $by\ Curt\ Harler$

WHEN IT COMES TO DATA CENTERS, being No. 1 is not the best. Data centers typically are ranked in tiers, with Tier I the most basic and prone to downtime and Tier IV the most robust, redundant, and functional.

There are several infrastructure elements to consider beyond raw computing power and the number of fiber-optic pipes in and out of the data center. These site infrastructure features include power, cooling, and emergency backup capacity and functionality, height of the raised flooring, fire suppression, and both logical and physical security.

Tier I data centers have nonredundant power and cooling infrastructures. Tier IV data centers have all the bells and whistles—everything needed to keep them running without ever shutting down for maintenance, no matter what happens. The question for most small to midsized enterprises is where along the continuum they want their data center to fall. As always, the trade-off is between dollars and sense, although legal requirements such as Sarbanes-Oxley will weigh in, too.

Tier Classification

The Uptime Institute (www.uptimeinsti tute.com) created the Tier Classification system as a benchmark for reliable data center infrastructure design.

Specifying a tier level for an SME is like buying a suit or dress. Each outfit has different requirements and different costs. Some occasions require a tux or gown. For others, slacks will do. Setting up a one-size-fits-all standard will not work—either for business clothes or a data center.

Even sister data centers will have different requirements. For example, remote sites probably will have lower requirements than the main office, depending on how vital their role.

The tier levels give an idea of where along the continuum a data center might fall. But it is up to management to specify just how reliable a center has to be. Can you live with a few hours downtime every month? A few minutes? None?

Here Are The Breakouts:

Tier I: A single path for power and cooling distribution, without redundant components, providing 99.671% availability

Tier II: A single path for power and cooling distribution, with redundant components, providing 99.741% availability

Tier III: Multiple active power and cooling distribution paths but only one path active, redundant components, concurrently maintainable, providing 99.982% availability

Tier IV: Multiple active power and cooling distribution paths, redundant components, fault-tolerant, providing 99.995% availability

It is unlikely that the typical SME will need Tier IV redundancy unless it is involved in a highly specialized area such as banking or health care, where regulations such as the Sarbanes-Oxley rules apply.

Any SME can look at the table and determine about where their operation falls. Unless there is a legal reason or business case to certify to a given level, being familiar with tiers is a nicety, but not a necessity.

Tier Certification

If your operation is accountable to someone beyond the corporate suite, formal tier certification is probably a prudent investment.

The State of Oregon's Information Resources Management Division got its Tier III certification in April 2005. Tier III standards certify the facility as a vast improvement over its earlier data center environment. From the beginning of the design process, it was determined that the state data center meet Tier III standards to provide concurrently maintainable, 99.982% availability.

Any one of the state's new data center cooling units can be shut down with no impact to the computer equipment. Utility power can go down, and the data center will still have full internal power.

"Power lines and one of the generators can go down, and we will still have power to run the data center at full load," says Dave Howard, service delivery manager for the state's data center.

"One chiller can go down; the other picks it up. Take out one of the chilled water loops used to cool the facility, and the cooling system remains fully functional," he says.

All Oregon agencies were mandated to provide facilities that were "minimally adequate" for the function required. The state data center was built as a new facility to meet Tier III standards. Howard says they brought together the architect, engineers, contractor, and consultants, and the result was a design/build project that provided what the state needed.

Tier Requirements

	Tier I	Tier II	Tier III	Tier IV
Number Of Delivery Paths	Only 1	Only 1	1 Active 1 Passive	2 Active
Redundancy	N	N + 1	N + 1	S + S or 2 (N + 1)
Compartmentalization	No	No	No	Yes
Concurrently Maintainable	No	No	Yes	Yes
Fault Tolerance To Worst Event	None	None	None	Yes

Source: Uptime Institute

Where You Fall

An SME can get some idea of where its data center fits on the overall scheme of things by noting that Tier I-class data centers first appeared in the 1960s. About a decade later, standards were raised to current Tier II levels. Tier III came about in the late 1980s and early '90s. The first Tier IV data center was developed in 1994 as part of the United Parcel Service's Windward Project. It was the first site to assume the availability of dual-powered computer equipment and cost UPS \$50 million to build.

A typical SME with between 350 and 700 seats likely has a data center that is Tier I or Tier II. A Tier I data center is susceptible to disruption from both planned and unplanned activity. This is the basic, default rating, says Julian Kudritzki, certification manager of the Uptime Institute.

Tier I sites have computer power distribution and cooling but may not have raised floors, UPSes, or engine generators. The critical load on these systems is up to 100% of N. Even with a UPS or generator, they likely are single-module systems and have many single points of failure. The infrastructure should be completely shut down on an annual basis to perform preventive maintenance and repair work. Urgent situations may require more frequent shutdowns.

Tier II centers have raised floors, UPSes, and engine generators. Their capacity design is N+1, which has a single-wired distribution path throughout. Maintenance of the critical power path and other parts of the site infrastructure still requires a processing shutdown.

In a Tier III center, most functions, including preventive and programmable maintenance, repair and replacement of components, and testing of systems, can be done without disrupting operation of hardware systems.

Tier IV is the best going, but even a fault-tolerant and concurrently maintainable Tier

IV site does not meet the celebrated requirement of five nines (99.999%) uptime. The best a Tier IV site is expected to deliver over time is 99.995% reliability.

The Process

The time it takes for the certification process varies depending upon whether it is an existing or new site, Kudritzki says. For existing sites, two comprehensive assessments are involved. One is an onsite review of electrical and mechanical infrastructure (Continuous Availability Review), and the second is a detailed review of human factors (Site Infrastructure Operations Review). Following the site reviews, the Institute delivers detailed reports outlining what tier level can be achieved. Once the client has implemented the required modifications, a return visit is scheduled to confirm tier compliance and award site certification.

"One major variable is the responsiveness of the client's team," Kudritzki says. Some reviews done on existing facilities in 2004 are still awaiting the upgrades required to achieve the desired tier level.

A major factor is the money and the risk involved to upgrade an existing operating data center. According to Kudritzki, "It is much cheaper and easier to use the Institute's Prospective Tier Classification process before starting construction of a new data center." Moving valves, walls, and connection points or changing capacities and redundancies is less expensive and easier during the design process. The results in extended life and life cycle operational savings of prospective certification are profound.

A data center that wants to go through the process has to use a consultancy such as the Uptime Institute, unless the data center has someone on staff who has been through the process. As creators of the Tier Classification system, the Institute owns it. There are imitations, but if an SME wants a solid evaluation, they'll either have to rent the expertise by using consultants such as those at the Uptime Institute or hire the expertise onto the payroll.

Budget for between \$60,000 and \$100,000 for a review from the Uptime Institute but keep in mind the figure ranges depending on the complexity of the project and uptime objectives.

"Going through the process depends on your needs," Howard says. "Ours are high, with public safety and law enforcement on our program. You have to define your requirements. But if you need a top-quality data center, this is the way to go."

Tier Site Attributes

	Tier I	Tier II	Tier III	Tier IV
Building Type	Tenant	Tenant	Standalone	Standalone
Staffing	None	1 Shift	1+Shifts	"24 By Forever"
Useable For Critical Load	100% N	100% N	90% N	90% N
Initial Gross Watts Per Square Foot (W/ft²) (Typical)	20-30	40-50	40-60	50-80
Ultimate Gross W/ft² (Typical)	20-30	40-50	100-150	150+
Uninterruptible Cooling	None	None	Maybe	Yes
Support Space To Raised-Floor Ratio	20%	30%	80%-90%	100+%
Raised-Floor Height (Typical)	12 inches	18 inches	30-36 inches	30-36 inches
Floor Loading lbs/ft² (Typical)	85	100	150	150
Utility Voltage (Typical)	208, 480	208, 480	12-15 kV	12-15kV
Single Points-of Failure	Many + Human Error	Many + Human Error	Some + Human Error	None + Human Error
Annual Site-Caused IT Downtime (Actuals)	28.8 Hours	22.0 Hours	1.6 Hours	0.4 Hours
Site Availability	99.671%	99.749%	99.982%	99.995%
Months To Implement Year First Deployed	3 1965	3-6 1970	15-20 1985	15-20 1995
Construction Cost (±30%) Raised Floor Useable UPS Output	\$220/ft \$10,000/kW	\$220/ft \$11,000/kW	\$220/ft \$10,000/kW	\$220/ft \$22,000/kW
				SOURCE: UPTIME INSTITUTE

Productivity In Adverse Environments

Ruggedized Digital Assistants Can Help In Many Situations

by Will Kelly

PDAs AND SMARTPHONES are accepted productivity tools in many enterprises. And as the ranks of many small to midsized enterprises swell with mobile users, IT departments are facing new and perhaps niche PDA and smartphone requirements that consumer PDAs and smartphones can't meet because they're too fragile. Every mobile user has her share of PDA death stories.

As PDA uses stretch outside the sterile confines of corporate offices, a number of vendors have developed Windows Mobile 5.0 and Palm OS-based devices with ruggedized and sealed exteriors to fulfill niche solutions. Typically these PDAs are for specialized applications such as barcoding,

inventory, route accounting, and other vertical market applications in extreme environments, including warehouses, construction sites, and other atypical settings where consumer-class PDAs fear to tread.

Inside Rugged Digital Assistants

Rugged PDAs' roots can be found in military applications. The Department of Defense has stringent computing requirements to ensure the computing hardware functions in the extreme environments where extreme temperatures and small arms fire can disrupt computing. Some of the first commercial releases of rugged PDAs were based on HP iPAQ models (www.hp.com).

Symbol Technologies (www symbol.com) has its own take on this class of PDAs called EDAs,

or enterprise digital assistants. This class of PDAs is for environments where consumer-class PDAs fail.

Chuck Dourlet, vice president of product marketing for Symbol's Mobile Computing Division, says lessons learned from Symbol's enterprise customers prompted the EDA concept. The EDA is positioned to be an extension of the manager's desktop to get him out of the office, increasing productivity and efficiency and enabling managers and decision makers to better interact with customers and employees. Dourlet cites improved customer satisfaction because of better response times

EDAs are sealed against dust and moisture and tested against 80,000 insertions in a docking cradle and 20,000 audio device insertions.

Dourlet distinguishes EDAs from rugged PDAs because of

how they're driven by vertical applications targeted to particular vertical industry segments. Because EDAs run Windows Mobile 5.0, you have a number of APIs open to you for the extension and integration of Windows application.

Rugged vs. Commercial

Consumer-class PDAs and smartphones are powerful productivity tools, but many PDA and smartphone users have their favorite stories about how they killed a device. The use of PDAs and smartphones in the enterprise has grown immensely as many application vendors develop applications for the Windows Mobile 5.0 and Palm OS platform for accessing backend applications such as CRM and database applications.

As Dourlet says, "The MC9000 can survive 6-foot drops to concrete floors, and we test it in a

tumble chamber by turning it 2,000 times." Symbol's MC70 EDA can endure a 4-foot drop to a concrete floor and keep on working.

EDAs offer communications options, including wireless capability (Cingular/Edge Network) and VoIP, which offer an advantage over rugged PDAs and consumer smartphones because they combine productivity applications and communications inside a rugged device.

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Wireless messaging available for enterprises of any size on the handhelds and carriers of your choice

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Rugged PDA & EDA Requirements Checklist

Consider the following requirements when deciding to purchase a rugged PDA or an EDA (enterprise digital assistant) for a user in your organization:

- Examine the worker's tasks and working environment. Is the employee working in adverse conditions?
- What custom applications does the rugged device need to support?
- Does the user require VoIP and/or wireless phone support?
- Are there paper-based processes that could be streamlined by equipping the user with an EDA or rugged PDA?

Rugged PDAs & EDAs

Company	Device	Features	Price	URL
DAP Technologies	Microflex 2240 PDA	Windows Mobile 2003; Intel XScale PXA255, 200, or 400MHz processor; 64MB high-speed SDRAM, 64MB or 128MB nonvolatile flash memory; 240 x 320 TFT with LED front-light display; waterproof and drop-resistant to IP67 and MIL-STD-810F ratings	\$1,299.99 to \$1,599.99	www.daptech.com
Itronix	GoBook Q-200	Three integrated radios (WWAN, PAN, WLAN); Windows CE .NET; Mobility XE—Seamless Roaming Connectivity; Intel Xscale 400MHz PXA 255 processor; 256MB CompactFlash; 320 x 240, front-lit, reflective-color display; all-day battery (with radios); standard interfaces (10/100Mbps Ethernet, Serial, USB host and client, infrared, PCMCIA, CompactFlash)	N/A	www.itronix.com
Psion Teklogix	7535, NetBook Pro, Netpad, Workabout MX, Workabout Pro	Depending on the device specifications, Psion Teklogix rugged PDAs include large daylight-readable FT SVGA color touch displays; Windows CE .NET; Intel Xscale architecture; CompactFlash; SDIO and PCMCIA Card slots; optional IrDA communication ports; and barcode scanners	N/A	www.psionteklogix.com
Symbol Technologies	MC50, MC70, MC9000	Depending on the device specifications, Symbol enterprise digital assistants include diverse data capture options: VoIP-ready; Mobility Services Platform to aid in rollout of the devices; smart battery; multiple keypad options; Windows Mobile 5.0 Premium or Phone Edition; integrated multimedia, persistent memory; FIPS-140-2 security certification; eGPRS/GSM compatibility; 802.11a/b/g trimode radio; Bluetooth v1.2; speakerphone, microphone, and transducer; and 3.5-inch QVGA color screen	\$925 to \$2,845 depending on the device specifications	www.symbol.com

. Manufacturer Presentation .

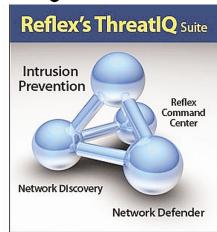
Software - Security Advertisement

Reflex Security's ThreatlQ: Complete Discovery, Inspection, Blocking & Quarantine

Reflex Security's **ThreatIQTM suite** (threat inspection and quarantine) is unique to the industry, combining network **intrusion prevention**, **network discovery**, **and host quarantine** into one solution.

The ThreatIQ suite features the Reflex IPS platform, Network Discovery module, Network Defender module, and Reflex Command Center. This comprehensive system provides enterprises with a solution for network visibility and accurate threat inspection/mitigation, assuring that their network defense is always one step ahead of today's dynamic and evolving threat environment and collapsing perimeter defense.

The cornerstone of the ThreatlQ suite is Reflex's industry-leading Intrusion Prevention system (v5.0). Reflex's signature, anomaly, and rate-based algorithms facilitate automated defenses against a wide range of attack vectors—malicious content, DoS, anomalies, access violations, viruses, and spyware. Integrated into the Reflex IPS sensor, Reflex's Network Discovery technology passively records all existing hosts and their services and gives context to potential threats by correlating them in real time with the Reflex IPS engine. The Reflex Network Defender module has the ability to quarantine a host from a network by communicating with a switch and blocking the host's port, removing it from the LAN. The Reflex Command Center combines a powerful, centralized configuration and management console, comprehensive reporting tools, and ease-of-use in a unified solution.





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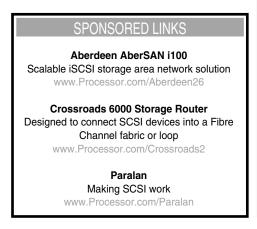
Object-Based Storage

New Storage Technology Could Reduce Complexity

by Paul Ferrill

It's BEEN 20 YEARS since the original SCSI standard was first approved by the American National Standards Institute as X3.131-1986. Today you'll find many of the same basic commands and architecture in use in the latest storage products based on iSCSI.

While the SCSI standard has served the storage marketplace well these 20 years, it has its strengths and weaknesses. Standardization has played a significant role in the development of SCSI-based products because it eliminates (for the most part) vendor lock-in. You can buy disk drives from multiple vendors and know they will work with your server if they adhere to the same SCSI standard of the controller.



On the downside, the SCSI standard has fixed limits in terms of numbers of addressable devices and amounts of data that can be transferred. While these limits have been increased over time, there are still fixed limits. Other concerns such as security and metadata aren't even addressed in the basic SCSI standard.

New Standards

New storage standards come out of the T10 committee of INCITS, or the International Committee for Information Technology Standards. The OSD (Object Store Device) standard was submitted by T10 and ratified by ANSI in September 2004. This standard will replace standard SCSI block commands that deal with data transfer as chunks or blocks of information with one that uses objects as the lowest level of information to be transferred.

In its simplest terms, the OSD concept replaces some number of bytes of data with single objects as the basic unit of storage. An object can be virtually any size and is kept intact between the application and storage media. This will appeal to database and backup vendors that could, in theory, greatly simplify their software.

Another potential advantage is that OSD can reduce overall system complexity by moving most of the heavy-lifting software out of the application or even the operating system and into the storage system. Items such as encryption could be handled between the application and the media in a

way that prevented data compromise should the media be lost or stolen.

Initial Demonstration

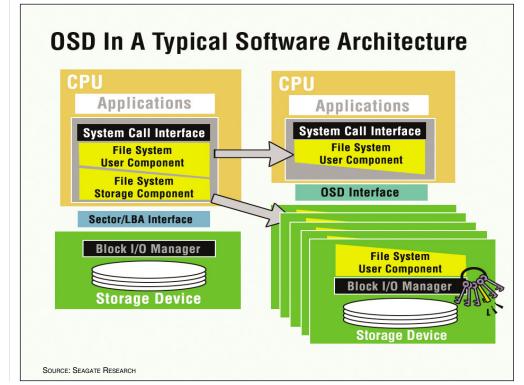
An initial technology demonstration was completed in April 2005 with Emulex, IBM, and Seagate participating. The primary goal of the effort was to demonstrate interoperability between multiple vendors' hardware while adhering to the OSD standard. Seagate is working with Sun Microsystems on a demonstration for later this year in conjunction with its Quick File System.

The Panasas ActiveScale Storage Cluster is one of the first shipping products combining a parallel file system with object-based storage (www.panasas.com). The product is targeted at the high-performance computing market and supports both Unix Network File System and the Windowsbased Common Internet File System. HP

offers its StorageWorks Scalable File Share, a high-end product based on the open source Lustre project, that is object-based but not fully compliant with the OSD specification (www.hp.com).

Ultimate Proof

Object-based storage offers a number of benefits directly addressing some of the limitations of the SCSI standard with scalability as the primary advantage. You don't have to look far to find predictions of the storage requirements for the next three to five years to see the need for highly scalable systems. Cost will always be a factor and will add to the appeal of a storage system that doesn't care what kind of disks you use. The ultimate proof will be in the numbers when more of these systems actually start shipping over the next few years.

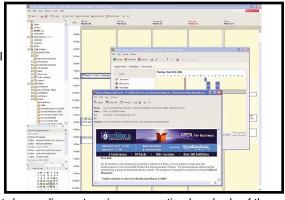


Manufacturer Presentation

Software - Messaging & Groupware Advertisement

Extend the benefits of Linux to your email infrastructure.

Capitalizing on a proven technology foundation and the openness of Linux, Scalix gives enterprise customers a simple-to-manage, highly reliable, and feature-rich Linux email and calendaring platform. The Scalix platform represents a blend of proven enterprise-class technology and pioneering messaging innovations. HP OpenMail, which the company has licensed from Hewlett-Packard, serves as Scalix's robust enterprise-class foundation. Field-proven, these Linux email servers have been deployed by



some of the world's largest and most-demanding enterprises supporting hundreds of thousands of users while reporting system availability above 99.99%.

Unmatched Scalability and Reliability

Based on open standards and a proven email server technology foundation, Scalix enables customers to create a robust and scalable environment that is flexible enough to adapt to their changing needs over time. The Scalix platform scales up to support organizations with hundreds of thousands of users and scales down for offices with fewer than 100 users, making it a viable alternative for a broad range of organizations.

Uncompromising Email Functionality

Business users have come to rely on advanced email and enterprise calendaring functionality for maximizing productivity and communications. The Scalix Clients of Choice Architecture supports virtually any email client and device, without loss of functionality or data integrity. This means full-function support for popular clients such as Microsoft Outlook, as well as the broad range of POP or IMAP clients available. Users can count on advanced features such as enterprise calendaring and scheduling with real-time free/busy lookup, contact and task management, public folders, rich text formatting, offline folder synchronization, secure delegate access to calendar and email, email rules, and more.

Unbelievable Savings

Scalix helps customers reduce costs in a number of areas: hardware, software, maintenance, migration, and support. These cost savings are achieved through scalability that enables server consolidation, high reliability, reduced complexity, administrative ease, and preservation of customers' existing investments in email-related applications and services. Customers can consolidate dozens, even hundreds, of departmental email servers down to a few low-cost Linux email servers, reducing the overall cost and complexity of their email infrastructure.

For a Free 60-Day Trial: www.Processor.com/Scalix



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_Manufacturer Presentation _

Software - Storage Advertisement

QStar Adds Digital Signatures To Its Data Archive Product Suite



QStar's HSM (Hierarchical Storage Management) has been setting the standard for Storage Management since its introduction. HSM provides the security and accessibility you need for your data on your platform of choice. The following hardware is supported: UDO Drives/Jukeboxes, PDD Drives, Magneto-Optical Drives/Jukeboxes, CD Jukeboxes, DVD Drives/Jukeboxes/Arrays & Tape Drives/Jukeboxes.

HSM now includes functionality to manage the digital signature process. The Digital Signature feature provides a means for a signing authority to secure documents from tampering and version changes, a key to many compliance requirements.

Adding the ability to provide digital signatures to stored data and manage the digital signature process provides another level of information security within the QStar product line to protect customer's data. Digital signatures can be used with any kind of document, whether it has been encrypted or not. The digital certificate contains the digital signature of the certificate-issuing authority so that anyone can verify that the certificate is real, and thus the document is authentic. This is a key component for a number of highly regulated market segments such as Drug Development, Medical, and Life Sciences. The signature is there to ensure that any changes made to the data have been signed and cannot go undetected.

The QStar Digital Signature feature is an optional component supported in software version 4.20.80 and available immediately.

For More Information, Visit www.Processor.com/QStar



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WHAT'S HAPPENING

Solving The Spam Pandemic The Appliance Way

Barracuda Networks Uses The 10-Defense-Layer Approach

by Chris A. MacKinnon

EMAIL PROTECTION eats up big chunks of time in the enterprise. When administrative time and productivity become an issue, CEOs have a tendency to put the pressure on. But when things such as spam, viruses, and other malicious messages threaten network efficiency and user productivity, the pressure is for good reason.

Stephen Pao, vice president of product management at Barracuda Networks (www.barracudanetworks.com), says those who distribute spam and viruses are continually changing their attack methods and utilizing more sophisticated multithreat techniques. Pao says many organizations spend countless hours and dollars dealing with these threats.

Barracuda's Strategy

According to Pao, the email protection industry is extremely dynamic, as spam, viruses, and other threats constantly evolve. He says the culprits who unleash these threats are relentless in their pursuits. Today's email protection products typically come in three forms: hardware/appliance solutions, software solutions, and third-party managed services. Barracuda has chosen the appliance track. Pao says, "We have always put a focus on an advanced multilayer defense that not only defends against spam but also viruses and other threats such as phishing and DoS attacks, which are growing. Barracuda Networks has a team of engineers who are committed to constant and aggressive monitoring of the latest techniques used for these attacks."

Pao says enterprises will be interested in Barracuda's approach to email protection technology, particularly through the company's flagship product, the Barracuda Spam Firewall. Pao asserts that spam is an annoyance to virtually every email user, and its presence threatens the viability of email as a productivity tool. "Beyond this annoyance, the unrelenting growth of other insidious threats, such as phishing and spoofing, exposes companies, and employees are at even greater risk," he says.

To effectively protect against spamrelated threats such as spoofing or phishing attacks, Barracuda developed Intent Analysis, a set of technologies in both the

Barracuda Spam Firewall and at Barracuda's Central (Barracuda's operations center), to profile outbreaks of new forms of spam by identifying and blocking messages that link to Web sites hosting viruses, malware, objectionable material, or

other content served by spammers. Pao says in addition to blocking spam, these enhancements improve the overall security for customers as emails containing potential viruses embedded within harmful URLs are eliminated before reaching the users' networks.

Pao notes that viruses and other threats can infect the network quickly through email if they are not stopped at the network edge. He says, "In addition to the two layers of virus scanning applied to emails and attachments, Intent Analysis prevents emails containing Web links to viruses in real time. Consequently, we have consistently been a first responder when some of the most malicious virus attacks have hit, saving our customers from potentially devastating damage to their networks."

The Payload

Pao says Barracuda is in the business because spam is a particularly hard problem to solve. The Spam Firewall's architecture leverages open-source spam and virus solutions in conjunction with 10 defense layers, including denial of service and security protection, IP block list, rate control, virus check with archive decompression, proprietary virus check, user-specified rules, spam fingerprint check, Intent Analysis, spam rule-based scoring, and Bayesian analysis. The email protection solution also includes simultaneous inbound and outbound email filtering with sophisticated outbound email filtering techniques such as rate controls, domain restrictions, SASL (user authentication), keyword and attachment blocking, dual-layer virus

of the most compelling aspects that makes the company stand out is that in addition to offering powerful technology, our products are extremely easy to use and affordable. Overall, it has the power and features that large enterprises require and the ease-ofuse and affordability that businesses of all sizes demand." Pao says the Spam Firewall is also unique in its ability to minimize the processing of each email—unlike other software solutions, for example—something that produces the performance required to process millions of messages per day. Email servers are also disburdened, as the Spam Firewall offloads both

spam and virus filtering.

Barracuda's technology is easy to install as well, a factor that is very important to data center and IT managers. Pao elaborates, "With no software to install and no modifications required to existing email systems, installation is quite easy. The Barra-

cuda Spam Firewall can typically be installed in front of the email server in less than five minutes. After that, the administrator uses the intuitive Web interface for easy monitoring and maintenance. To top it off, the Barracuda Spam Firewall is automatically updated hourly to block new forms of spam, viruses, and other malware."

For those large organizations requiring a separate and more comprehensive approach to outbound email filtering, Barracuda has developed the Spam Firewall–Outbound. This product includes a mail transfer agent that utilizes sophisticated email and policy management techniques for the protection of outbound email only. Outbound also provides quarantine functionality, email compliance filtering for corporate policies and government regulations such as HIPAA and Sarbanes-Oxley, outbound keyword and regular expression scanning, and outbound whitelisting to ensure that all outgoing email is legitimate and virus-free.



blocking, and remote user support for outbound email filtering.

Barracuda's Spam Firewall (available in six models) supports up to 30,000 active users and is easily clustered for redundancy and greater capacity. Pao says it can be installed in front of the email server in typically less than five minutes and is automatically updated hourly to block new forms of spam and viruses. Besides its advanced multilayer filtering techniques, the Spam Firewall is backed by the Energize Update service (Barracuda's subscription-based automated update service) to provide ongoing protection against new spam and virus outbreaks. Organizations can get up and running with the Barracuda Spam Firewall in minutes—without the need for constant tuning required of many other antispam solutions.

A Unique Approach

Pao says the Spam Firewall is unique to the industry in many ways. He says, "One

TWO TERMS

IP-PBX (Internet Protocol Private Branch Exchange)

What it is: An IP-PBX is an evolution of the traditional PBX telephone switch that bridges the gap between packet-switched IP networks and circuit-switched telephone networks. Using IP-PBX hardware, an organization can provide VoIP services while supporting the vast majority of external users who still rely on the POTS (Plain Old Telephone System) to make phone calls. The IP-PBX is one of the key pieces of hardware that makes VoIP happen.

Why you should care: An IP-PBX represents the best of both worlds for your business because it launches you on the path toward converged data and voice communications while still supporting the use of traditional circuit switched telephony for your business. Keep in mind, when your VoIP users make telephone calls to the outside world, those VoIP communications will have to be "translated" into traditional telephone calls supported by the circuit-switched telephone system.

Related products and manufacturers: Major manufacturers include 3COM (NBX V3000 platform), Avaya (G150 Media

Gateway), Cisco (2800 Series Integrated Services Routers), and others.

■ SIP (Session Initiation Protocol)

What it is: SIP is one of the two protocols—the other is the ITU's H.323—designed for establishing sessions involving multimedia communications such as VoIP. The protocol can also be used for other types of online communications such as online games. SIP is in development by the IETF and is a peer-to-peer protocol that is implemented at the endpoint (that is, telephone) level. A SIP implementation also requires a SIP proxy server to operate.

Why you should care: SIP promises to be one of the standards that will guide the ongoing development and evolution of VoIP. Many VoIP hardware vendors are embracing SIP and developing SIP-compatible handhelds. So if you're looking to implement converged IP communications in your business, at some point you will have to deal with either SIP or H.323.

Related products and manufacturers: SIP software is being developed by many vendors, including Cisco (SIP Proxy Server), 3COM (VCX IP Telephony Module), Nortel (SIP Multimedia Communication Server 5200), and Avaya (Communication Manager SIP Enablement Services).

Next Week In *Processor* . . .

Coming In Our May 12 Issue:

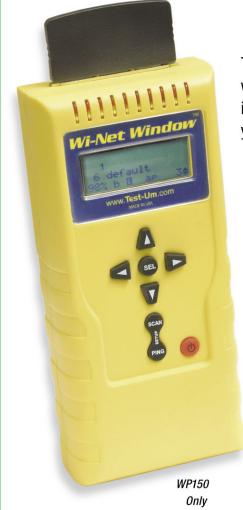
Moving a data center isn't a decision to be taken lightly. With that in mind, we cover the factors to consider before making a move, along with tips and advice for building a new data center and new trends and products in data center design.

You'll also find:

- Information on developing distinct career paths within your IT organization
- How method operation procedures could simplify tasks and processes
- What's new in the point of sale market
- How to know if your enterprise needs
- to adopt a data-naming policyOverviews of five new data centerrelated products

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A Window into Wireless Networks



Wi-Net Window gives you a clear picture

To install, expand or operate a wireless network you need to be able to see critical information about where the best location is for components, what access should be allowed and where or what security is in place. The new handheld Test-Um Wi-Net Window Analyzer gives you all the critical information you require and more! Take a look at all of its advanced features:

- Full alpha/numeric LCD display shows all information clearly and completely
- Picks up IEEE802.11 wireless signal types b and g
- Signal strength shown as a lighted bar and as a percentage for clarity
- Shows component name and channel of transmission
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- Displays encryption condition on each wireless component

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For most organizations, email is the most important business application. For senior IT executives, email management brings many risks: outages are common, security threats are everywhere, data loss windows are significant, legal and compliance requests are increasingly complex, and server and storage performance challenges continue to escalate. That's why MessageOne developed EMS as the first managed service to protect against all of the key threats facing everyone responsible for managing email.

- Users will have access to email and BlackBerry services
- No messages will ever be lost
- Mail will be secure, encrypted, and protected from spam and viruses
- Quickly restore lost mail after an outage
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For more information, visit www.Processor.com/Beanstalk.



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NetWolves' network continuity and security services reduce the time and resources an enterprise requires to deploy and maintain a secure data network.

Unlike other network security products on the market that can be difficult to install and configure, NetWolves offers a comprehensive all-in-one solution with a common Webbased interface that bridges the gap between protection and ease-of-use. Depending on your company's particular network security policies, you may decide to implement some or all of the security services offered by NetWolves. All services are fully compatible, so you can decide to upgrade at any time to take advantage of additional features. NetWolves' security services are managed and monitored by our patent-pending SRM2 remote system, which assures maximum network protection.



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.Manufacturer Presentation **_**

Services - Business Productvity Advertisement

Service Desk Suite

The WhiteStone Service Desk (WSD) suite unifies Incident. Problem, Configuration (Asset), Change, and Service Level Management to provide the most fully functional and fully integrated service desk solution available today. Built on stateof-the-art, open-standard J2EE technology. No proprietary software or specialized skills are required. 100% Web-based application provides complete functionality to agents and end users with no client software.

WSD suite is designed as a whole, limiting duplication of data and architecture confusion from integrating separate products. WSD provides following integration with Tivoli products:

- Tivoli Enterprise Console Bi-Directional
- Tivoli Remote Control and Tivoli Inventory
- CTI Integration, LDAP & Active Directory Integrations

WSD was designed with the following ITIL concepts in mind:

Business Perspective

Enabling the Service Support organization and its customers to meet business goals.

Management of IT Services

Detailing proper management and organization of IT activities.

Delivery of IT Services

Providing IT services to meet the needs of users (including capacity and availability).

Support of IT Services

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Management of IT Infrastructure

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Manufacturer Presentation _

Services - Messaging Advertisement

MessageOne's Email Management Services (EMS™) Provides A Total **Solution For Email & BlackBerry Security, Recovery & Archiving**

For most organizations, email is the most important business application. For senior IT executives, email management brings many risks: outages are common, security threats are everywhere, data loss windows are significant, legal and compliance requests are increasingly complex, and server and storage performance challenges continue to escalate.

That's why MessageOne developed EMS as the first managed service to protect against all of the key threats facing everyone who is responsible for managing email. EMS is a low-cost solution that ensures that ensures:

- Your users will always have access to email and BlackBerry services
- No messages will ever be lost
- Your mail will be secure, encrypted, and protected from spam and viruses
- You will be able to quickly restore lost mail after an outage
- You will be able to quickly meet legal and compliance-related email discovery requests

Learn why more than 1,000 companies and millions of users depend on MessageOne to protect their global mail environment. You'll see that EMS ensures total protection at the lowest cost with no administrative overhead and single-day global installation.

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_Manufacturer Presentation _

Services - Hosting & Disaster Recovery Advertisement

Hosting Services For Small To Midsized Enterprises

Hosting Options Now Include Servers With Dual-Core Processors

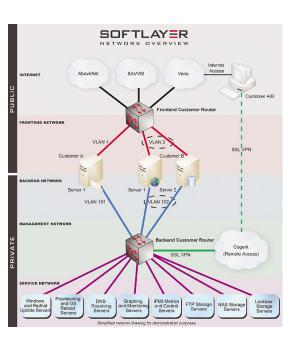
SoftLayer's proprietary management systems & service delivery methodology allows customers to add, modify or delete servers and services without service interruptions. With month-to-month contracts, no down payments, no credit checks, low monthly prices, and two hour deployment; SoftLayer delivers risk free technology. SoftLayer's hosting options include server grade dual-core processor technology from Intel and AMD coupled with industry leading operating systems and applications from Microsoft and Red Hat.

Introducing

The Future of Hosting...

Utilizing our network-within-thenetwork approach, leading-edge hardware, and our proprietary management portal, SoftLayer delivers next-generation virtual IT environments for the small to medium-sized enterprise.

SoftLayer's hosting options now include dual-core processor tech**nology.** Unlike the virtual core technology of the past generation, dual-core chips have two physical cores on the same chip. Dual-core processor technology delivers more speed and more power than their previous counterparts while allowing businesses to reduce application costs based upon physical CPU count.



1 x Dual Core (Intel PD 820 / Opteron 165) - 1GB DDR400 - 1x250GB SATA II - 2000 GB\$159/mo 2 x Single Core (Xeon 3.0GHz / Opteron 246) - 1GB DDR400 - 1x250GB SATA II - 2000GB\$229/mo

2 x Dual Core (Xeon 2.8GHz / Opteron 270) - 2GB DDR400 - 2x250GB SATA II - 3000GB\$449/mo

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Physical - Storage & Transport Advertisement

Protection For Transportation Of Hard Drives



Perm-A-Store now provides Turtle Cases for popular Hard Drive configurations

- Enclosed external drives for PC applications
- Hot-swappable drives (with/without tray) for Server applications

As hard drives become more portable, users are looking for safe and efficient ways to transport and store drives with live data. These specialized cases are made of high-density polyethylene, a rugged, lightweight material that provides excellent impact protection. All Turtle cases are available with optional brass padlocks, which may be keyed alike at no extra cost.

These new Turtle hard drive cases are available in several configurations:

- One or two precut slot(s), manufactured to the exact dimensions of the unit to be
- Customizable configuration for one or two drives employs pluckable dense foam cubes that can be removed to securely fit drives of various sizes.
- The configuration shown on the right of the photo above is 10 drives placed in precut foam slots in a rugged, two-handle case with 6 butterfly latches.

Turtle cases were introduced in 1988 and have become the media transport standard because they deliver protection against impact, debris and temperature and humidity extremes.

Turtle Cases are also available for all tape formats (LTO, DLT/SDLT, 3590, 3592, 9840/9940, 8mm, AIT, VXA 4mm as well as CD/DVD and optical media). Various capacities and colors by format.

Turtle brand transport and storage cases are recommended by media manufacturers Imation, IBM and Sun/StorageTek because they provide specialized protection for data media.

Perm-A-Store 6325 Sandburg Road 763.230.3911 Worldwide 800.366.7535 USA



Manufacturer Presentation **_**

Physical - Racks & Furniture Advertisement

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Included in server rack price:

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- · Heavy-duty steel side panels, externally removable
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- Heavy-duty steel perforated doors with lockable swing handles, corner gussets, and three-way catches
- Heavy-duty solid top panel
- ALL NEBS CABINETS ARE NOT EQUAL. When applying for certification, the manufacturer determines the amount of weight the rails will support being certified. One leading manufacturer tests/certifies at only 200 pounds! How easy is that to pass? Our rack rails support 2,500 static pounds and are tested/certified to support an installed load of 1,000 pounds in the event of a quake. Ask our competition what their certified load is. After all, isn't that why you're buying this type of cabinet?
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- Identifies port services: POTS, Ethernet, ISDN, etc.

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Physical - Cable Distribution Advertisement

Belden IBDN End-to-End Cable Management



Belden CDT Networking, a global leader in the design, manufacture, and marketing of a wide range of cabling and connectivity solutions for the networking marketplace, has a new line of Belden IBDN Cable Management Solutions. As one of the largest structured cabling system suppliers in the industry, Belden CDT Networking has leveraged its resources to enable end-to-end, integrated cable management and maintenance. Belden IBDN cable management components are available for every kind of commercial network installation, including data centers, riser systems, telecommunications closets, horizontal wiring, and workstations in single buildings or campus networks.

The new product line includes:

- Enclosures and Racks. Floor and wallmount enclosures and racks are available in a variety of standard and custom designs. The line also includes numerous mounting, cable, and patch cord management options and accessories. www.Processor.com/Belden2
- Cable Ties. Belden IBDN Cable Ties come in a complete range of sizes for varying load capacities and are available in standard or weather-resistant nylon and Velcro®. www.Processor.com/Belden3
- Surface Raceways. The Belden IBDN Surface Raceway System, which provides a functional, affordable solution for wire enclosure applications, includes extruded raceways with preapplied adhesive backings, plus a variety of fittings and junction boxes. www.Processor.com/Belden4

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.Manufacturer Presentation **_**

Physical - HVAC Advertisement

Ceiling-Mounted Spot-Cooling Solution

The CM12, a new ceiling-mounted packaged air conditioner; adding a space-saving, quick, and easy spot-cooling solution to MovinCool's award-winning lineup of portable workplace air conditioning products. Often the main roadblock to the efficient cooling of cramped server telecom and equipment rooms is the lack of floor space to accommodate a roll-in portable spot cooler. MovinCool has solved this problem with the CM12, a lightweight, space-saving, easy-to-install ceilingmounted unit.

The CM12 delivers 10,500 Btu/H of cooling in a compact, self-contained unit that mounts easily with standard, off-the-shelf hardware above a standard drop ceiling and requires no special electrical connections, saving time and money.

"Saving space, time, and expense for spot cooling has become essential for many businesses with critical equipment operating in confined spaces with no ventilation or air conditioning," according to John Doran, manager of the MovinCool Department. "MovinCool pioneered the concept of workspace spot cooling with its portable units," Doran adds, "and now, with the CM12, offers an out-of-the-way ceiling-mount solution that will certainly save our customers time and money, as well as space."

The new CM12 comes with a variety of built-in capabilities and safety features:

- Built-in mounting brackets designed for off-the-shelf mounting hardware
- · Conveniently controlled by most off-theshelf thermostats
- Connects to the building control system
- · Works with fire alarm controls for safety

MOVINCOO

Phone: (800) 264-9573 Fax: (310) 835-8724



The CM12 has a wide operating range of 60° to 95°F on the evaporator and 60° to 113°F on the condenser. Built-in 10" supply and return air flanges with 2.7" flange depth enable easy duct installation, improved air circulation, and more efficient cooling.

Warning signals and audible alarms for condensation overflow and unscheduled shutdown are built-in and can be wired to a central location. Standard internal pump is included.

In addition to the CM12, MovinCool offers the Office Pro lineup, a seamless series of portable spot-cooling solutions that will fit any requirement. MovinCool portable spot-cooling solutions offer more units, more power, more protection, more affordability, and higher cooling capacities than most comparable portable air conditioners up to 60,000 BTU/h.

Companies looking for additional information and advice on portable spot cooling and the MovinCool lineup of air conditioning units can visit the MovinCool Web site at www.Processor.com/MovinCool or contact the company by phone.

Manufacturer Presentation _

Physical - Power Management Advertisement

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- Give outlets descriptive names
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- Over/Under current warnings • Intuitive user interface
- CYBER SWITCHING® www.Processor.com/CyberSwitching (888) 311-6277

With the growing power needs of data centers and the move to lights-out automation, close attention must be paid to the distribution of current from the branch circuit to the various equipment in the Rack. For example, we now have redundant power supplies, blade servers, pizza boxes, and terabyte storage networks all consuming a portion of the precious current available.

The individual current monitoring provided by the Dualcom™ Plus product, an intelligent PDU, allows Cyber Switching to provide supplemental circuit breaker protection on an individual outlet basis.

Protect your existing equipment by setting unused outlets to trip when a minimum current is drawn. Prevent someone from accidentally plugging in a device that would trip the branch circuit.

Simply set the current limit and time delay and CyberBreaker® protects against losing the whole rack. Only the outlet with the current that goes over the preset limit will trip, protecting your IT investment.

Are Cyber Breaker PDUs available?

Cyber Switching Inc. is the only manufacturer to offer a PDU product that monitors current on each outlet in the PDU. The Dualcom product line offered by Cyber Switching incorporates a current transformer in each outlet and constantly monitors the current in that outlet. It also can turn on and off each outlet separately. The current monitoring feature and the outlet switching capability have been available since the first Dualcoms were produced. Cyber Switching was able to make use of these by adding another feature in the Dualcom Plus that allows the user to set circuit breaker parameters. The Dualcom Plus uses these parameters to realize circuit breaker behavior on each outlet.

What is the cost of downtime? It will vary for different applications and only you can decide what it's worth to have tools that limit your exposure having down equipment.

The Dualcom Plus lets you have a circuit breaker in each individual outlet. The benefit is you can take steps to avoid costly downtime in your network infrastructure. By setting limits on the current from each outlet, catastrophic equipment rack failures are less likely to occur.

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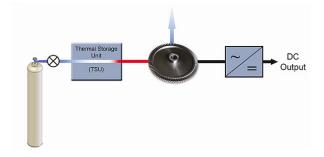
Physical - Power Protection Advertisement

The CoolAir DC is the first minute-for-minute alternative to batteries for UPS and telecom applications. Active Power was the first company to market a family of viable battery-replacement products: the CleanSource DC and CleanSource UPS, which are based on flywheel technology. The flywheel products have proven rugged and reliable in a wide variety of applications, but their relatively short backup times (compared to batteries) have been perceived as a disadvantage at sites where a backup generator is not present.

The CoolAir DC is a completely new design that provides ruggedness, reliability, and long backup times. The new product connects to a typical UPS exactly like a battery cabinet and provides exactly the same functionality, but without the unreliable performance and environmental issues of lead-acid batteries.



How does it work? The CoolAir DC stores energy in the form of compressed air and heat. During a utility outage, the compressed air is routed through a Thermal Storage Unit (TSU) to acquire heat energy. The heated air spins a simple turbine/alternator to produce electric power. The CoolAir DC also contains a small, continuous-duty flywheel to support the critical load during the brief period required for the turbine to spin up the speed.



The system is competitive in cost and footprint to quality batteries. The new system will handle the same challenging range of ambient temperatures and steploads as the flywheel-based products. Unlike flywheels, however, a single CoolAir DC module can provide up to 15 minutes of backup power under full load. For lighter loads, CoolAir DC can be configured to provide hours of backup



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- Turn On, Off, or Reboot any or All Receptacles



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Power Protection

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PW9170+

Page 41

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The Secure Laptop/ Notebook Cabinet (SLNC) fully powered cabinet is

designed to house up to 18 laptops/notebooks with internal power bars for charging. The unit even has a network capability for Internet updates while secured. These cabinets come with a two-piece all-steel tambour door, a lock with two keys, and a power bar for keeping each laptop fully charged. For More Information, Visit: www.Processor.com/ISC3



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Racks & Cabinets

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This unique 19" wallmount rack provides a generous 30" or 23" useable depth and has universal rack rails. It's available in 4U, 6U, and 8U and is perfect for IBM, Dell, Compaq, HP, and other rackmount servers. This rack allows mounting of equipment in a vertical "knobs up" fashion (visualize a pendaflex hanging folder). The equipment mounts to the backpan for even weight distribution.

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Communications - Switch Advertisement

TigerStack II 1000 Stackable 10/100/1000 Switch

SMC Networks' TigerStack II 10/100/1000 Switches are the newest in a series of next-generation high-performance stackable switches that deliver high scala-

bility, wire-speed Gigabit performance, high availability, 10Gb Ethernet uplinks, and redundant power options. The switches are the first to include IPv4 and IPv6 management options, enabling flexibility.

The TigerStack II 10/100/1000 1000 SMC 8824M/SMC8848M stacks up to eight units in a stack, providing up to 384 Gigabit ports. A stack can be created with 24-or 48-port switches, providing unprecedented flexibility. It provides up to 48 built-in copper Gigabit ports, including four Combo SFP ports supporting copper links or SFP adapters for easy, flexible connection to fiber-based Gigabit media and a switching capacity of up to 176Gbps.

The two 10Gb module slots on the rear of the switch provide support for XFP 10Gb connections. These provide high-bandwidth connections to the core of a network and are in addition to the two stacking connectors giving high-capacity connections to the other units in the stack.

The SMC8824M/SMC8848M switches feature a variety of network management



options for IPv4 and IPv6: console CLI, Telnet, Web, SNMPv1/v2/v3, RMON, TFTP, Port Mirroring, BootP, and DHCP. They also support advanced traffic management options such as 802.1x, Bandwidth Control, Broadcast Storm Control, and support for IGMP Snooping v1/v2.

The SMC8824M/SMC8848M provides a robust and consistent set of QoS/CoS, VLAN, and security features. It supports eight priority queues for 802.1p/ToS/DiffServ, with classification and marking based on MAC SA/DA, IP SA/DA, and/or TCP/UDP. Security features include 802.1x (Port Authentication), port security, and Access Control Lists (ACL) based on MAC address, IP address, and/or TCP/UDP port numbers. It also provides extensive support for GVRP, 802.1q, and a flexible VLAN implementation, including port, tagged, and protocol-based VLANs.

The SMC8824M/SMC8848M is the latest example of SMC's continued commitment to our channel partners and customers to be the industry leader in cost-effective, reliable, high-performance, feature-rich switches.



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_Manufacturer Presentation _

Communications - Storage Networking Advertisement

SAN Routers



Eclipse 1620 SAN Router

Connect to IP backbones, Fibre Channel fabrics, and a wide variety of end systems with this capable and affordable multiprotocol storage switch. The Eclipse™ 1620 supports standard protocols such as iSCSI, iFCP, and E_Port and can be used concurrently for business continuance/disaster recovery plans, storage consolidation, remote tape vaulting, content distribution, and iSCSI access to Fibre Channel storage.

- FC, Ethernet, iSCSI, and iFCP connectivity
- Compression to lower WAN bandwidth costs
- Fast Write technology maximizes throughput across long distances
- E_Port for integration into existing multivendor fabrics
- Offers Fast Ethernet or Gigabit Ethernet connectivity
- Support for full fabric, private and public loop FC devices
- High performance with an affordable price

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Eclipse 2640 SAN Router

The McDATA Eclipse™ 2640 SAN Router is the next generation of multiprotocol storage solutions. It delivers multivendor, multiprotocol connectivity within the data center and beyond. The Eclipse™ 2640 supports industry-standard protocols such as iSCSI, iFCP, and E_Port and can be used for SAN island integration, business continuance/disaster recovery planning, storage consolidation, remote tape vaulting, content distribution, and iSCSI access to Fibre Channel storage.

- FC, Ethernet, iSCSI, and iFCP connectivity
- Broadest range of E-Port interoperability with multivendor fabrics
- True FC routing for maximum scalability and fault isolation
- Compression to lower WAN bandwidth costs
- Fast Write technology maximizes throughput across long distances
- Offers both Fast Ethernet or Gigabit Ethernet connectivity

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Manufacturer Presentation _

Communications - Security Advertisement

A New Self-Learning Technology

The Radware DefensePro behavioral DoS attack protection module protects against zero-day and unknown attacks. The new appliance protects against viruses, worms, Trojans, and Denial of Service attacks at 3Gb speeds to prevent application-level attacks. Built on top of the highest-performance Security Switch in the market, DefensePro delivers maximum throughput and advanced security intelligence to isolate, block, and prevent attacks in real-time from headquarters to regional and branch offices.

The DefensePro features inline security switching and accelerated, stateful, deep-packet inspection—using Radware's industry-leading StringMatch Hardware

Engine™—to bidirectionally scan and protect all network traffic against application-level attacks.

DefensePro Application Security immediately isolates attacks by dynamically managing bandwidth to stop propagation across users and resources while ensuring the complete continuity and performance of all secure traffic to proactively control impact



and limit damage. Intercepts more than 1,500 malicious signatures, hidden worms, and viruses, blocking application attacks at multi-gigabits/second. Identifying and mitigating protocol and traffic anomalies in real-time, DefensePro prevents DoS/DDoS and SYN floods, safeguarding against all illicit traffic patterns and hacking.

Combining high processing power with advanced application-security services, DefensePro secures mission-critical applications across high-speed/high-capacity environments. Call, email, or visit our Web site today to see the DefensePro 3.0 IPS Flash Presentation.

For More information on DefensePro and other Radware products:

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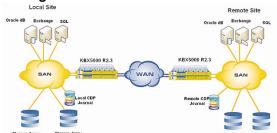
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Communications - Storage Networking Advertisement

Kashya KBX5000 Data Protection Platform

The KBX5000 Data Protection Platform is a comprehensive solution for the entire data center, providing local CDP (continuous data protection) and CRR (continuous remote replication). The KBX5000 protects companies from data loss caused by common problems such as server failures, data corruption, software errors, viruses, and end-user errors, while also protecting against catastrophic events that can bring entire data centers to a standstill. KBX5000 customers have realized dramatic cost savings by eliminating complex, nonperforming data protection schemes and deploying a single, easy-to-manage solution. The KBX5000 supports intelligent application bookmarks, instantaneous recovery, and bidirectional local and remote replication to provide true any-point-in-time protection. With support for heterogeneous storage, hosts, networks, or SANs, the KBX5000 protects storage investments, enhances business continuance, and facilitates storage consolidation.

Intelligent Network-Based Data Protection



The KBX5000 Data Protection Platform supports a local CDP and remote CRR module. These modules run on a single KBX5000 Platform to reduce cost and ease management and can be deployed separately or together, based on your unique needs for unparalleled, end-to-end protection.

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Communications - Storage Networking Advertisement

CryptoStor KeyVault™ Enterprise-Class Key Management



Data-at-Rest Encryption Key Management

- Central management of data-at-rest encryption keys
- Automated and secure archival and recovery of keys
- Cost-effective deployment
- Granular security for tape, disk, and SAN VPN

NeoScale CryptoStor KeyVault is the industry's first secure, automated and open enterprise-class appliance for data-at-rest encryption key management. From its FIPS 140-2 Level 3 compliance to its open APIs allowing third-party vendor integration, CryptoStor KeyVault provides customers with significant operational cost savings today while consolidating their key management systems in the future. CryptoStor KeyVault delivers automated key management that allows one-step disaster recovery, secure sharing of data with business partners, and key sharing with unprecedented security and ease of use.

Key and Policy Management

Create Random key creation to ensure data privacy. Hardware and Software

Random Number Generation for maximum security

<u>Distribute</u> Secure and automated key distribution for multisite access to keys

Archive Secure long-term archiving of keys to ensure compliance with information

retention requirements

Share Secure and simple sharing of encrypted data with business partners

Recover Recovery of encrypted data and keys when needed at any site. Keys are

not accessed until actually needed for highest security

<u>Delete</u> Enforcement of data destruction across multiple locations to meet

compliance requirements



www.Processor.com/Neoscale2 888-636-2797

_Manufacturer Presentation _

Communications - Serial Networking Advertisement

Patton Electronics has expanded its EtherBITS™ line of serial device servers with two low-cost options for connecting RS-232 devices to Ethernet networks. The Model 2232 provides a wired 10Base-T connection and the Model 2211 delivers a wireless IEEE 802.11b Wi-Fi connection. Both models support open-standard TCP/IP with serial RS-232 data rates up to 115Kbps.

Model 2232 EtherBITS™ Single-Port RS-232 Device Server

This low-cost single-port device server lets you monitor, control, and collect data from any async RS-232 device over any IP network.

- Control and Monitor Serial Device--Link asynchronous serial devices and terminals to your IP network
- Supports a Wide Range of Data Rates--User-selectable async data rates up to 115.2Kbps
- Connects Directly to the LAN--10Base-T LAN connection via shielded RJ-45 connector
- Standard TCP/IP Protocols Supported--ARP, ICMP, TCP, DHCP client, Telnet
- COM Port Redirector Software Included--Windows-Tactical COM Port Redirector Linux-vtty drivers

For More Information, visit www.Processor.com/Patton1

Model 2211 EtherBITS™ Wireless Single-Port Device Server

The best, most cost-effective method to control, monitor, and collect data from your RS-232 serial devices over a wireless local area network.

- Control and Monitor Serial Device--Control and monitor your serial asynchronous terminals and devices over the local area network
- Supports a Wide Range of Data Rates--User-selectable async data rates up to 115.2Kbps
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- Standard TCP/IP Protocols Supported--ARP, ICMP, TCP, DHCP client, Telnet
- COM Port Redirector Software Included--Windows-Tactical COM Port Redirector Linux-vtty drivers

For More Information, visit www.Processor.com/Patton2

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Manufacturer Presentation _

Communications - Telephony Advertisement

EdgeConnect 2402 Power over Ethernet Switch for Converged Voice, Video, And Data Networks

EdgeConnect managed Ethernet switch is ideal for hosted VoIP service providers and is optimized for converged networking when combined with Edgewater Networks' EdgeMarc and EdgeView products



- 24 x 10/100Mbps Autosensing Ethernet ports
- 2 x 10/100/1000Mbps Autosensing Ethernet uplinks
- Inline Ethernet power (802.3af and inline power)
- 802.1Q VLAN support
- Full wire-speed forwarding

The EdgeConnect 2402 Power over Ethernet (PoE) switch provides 24 x 10/100Mbps autosensing, inline power Ethernet ports and 2 x 10/100/1000Mbps uplink or high-speed server ports.

The EdgeConnect 2402PoE provides customers with a single source for managing data, video and voice over IP traffic. The EdgeConnect allows for simplified VLAN and quality of service (QoS) configuration and improved administration and management.

Supporting a wide range of IP phone endpoints, the EdgeConnect provides autonegotiation for Ethernet links and is 802.3af and inline power compliant.

The **EdgeConnect 2402PoE** is available now and also offered in convenient, reduced-cost 5- or 10-pack bundles

www.Processor.com/Edgewater3



Manufacturer Presentation .

Communications - Application Networking Advertisement

Certeon's First Secure WAN Acceleration Appliance Breaks Through The Security Ceiling

Certeon's S-Series Appliances, Built Upon Secure Acceleration TechnologyTM
Certeon's new S-Series appliances are built upon the company's patent-pending Secure Acceleration Technology, which accelerates the mission-critical applications that drive enterprises by understanding those applications and transmitting only changed information over the WAN. Because of Certeon's unique ability to understand application semantics, Certeon can rapidly transmit that information securely. The S-Series preserves complete security from the remote user's desktop to the server in the data center and back while accelerating not only all HTTP traffic, but all HTTPS (SSL) traffic as well. Sensitive information, whether financial data, patient or customer records, or trade secrets, can be accelerated even while it remains encrypted and secure. With a fresh approach to a long-standing problem, Certeon has developed a solution to meet the specific and rigorous demands of distributed Web applications by working above the secure acceleration ceiling at the application layer.



For more information on the S-Series: Certeon: (781) 425-5200 www.Processor.com/Certeon



Certeon's S-Series appliances offer:

Security – the first and only solution to accelerate SSL traffic from data center server to desktop, minimizing the risk of data loss
 Speed – symmetric WAN solution offers Secure Application
 Networking that dramatically reduces application response time and increases user productivity

•Scalability – helps organizations optimize their use of bandwidth to service more users and applications from existing infrastructure, support centralization of computing assets, and reduce costs

Communications - Network & Systems Mgmt. Advertisement



Quintum's new Remote Management Session Server simplifies the installation and management of remote Tenors for ISPs, service providers, and network administrators. The RMSS provides a secure and centralized management interface within a Tenor network that allows newly installed Tenors to be registered, configured, and managed remotely, even those behind NAT firewalls. The remote management capability eliminates the need to involve enterprise customers in troubleshooting and upgrades. Tenors can be managed remotely anywhere, anytime via Telnet, FTP, or the Tenor Configuration Manager (GUI).

Tenor VoIP switches and gateways support "drop-in installation" and will automatically obtain an IP address and auto-register with the RMSS. The RMSS can then email the person responsible for managing that Tenor product that it is "online." The Tenor can then be managed remotely. A new configuration wizard is also included with Tenor Switch products and can be utilized for simple configuration via the RMSS. The Remote Management Session Server can register up to 5,000 remote Tenor switches and can manage up to 100 Tenors simultaneously.

For more information, please visit

www.Processor.com/Quintum



1-877-SPEAK IP (1-877-773-2547) QUINTUM[®] 1-732-460-9000 (Outside the U.S.) 1-732-544-9119 (Fax)

_Manufacturer Presentation _

Communications - Storage Networking Advertisement

Intrepid 6000 XPM Blade



For companies that have already made investments in directors, the McDATA XPM Blade is an ideal solution for adding maximum performance to the infrastructure. The XPM Blade is an expansion card that slides into an existing McDATA Intrepid® 6064 or Intrepid® 6140, boosting the director to 10Gbps performance—without disruption. It provides faster fabric bandwidth while maximizing the usage of existing campus/MAN Fibre Channel lines, reducing costs for your enterprise. It lets you consolidate and simplify your infrastructure by reducing the number of interswitch links (ISLs), translating into a more-efficient SAN requiring fewer management resources. And fewer links means a more streamlined network and less risk for your essential data.

- Add more bandwidth at lower total cost
- Simplify management
- Increase efficiency of your infrastructure
- Leverage existing investments

www.Processor.com/McData3

380 Interlocken Crescent Broomfield, CO 80021 Phone: (800) 545-5773 Fax: (720) 558-3860



_Manufacturer Presentation _

Communications - Security Advertisement

Web-based Management Console



Strata Guard™ is an award-winning family of network-based IPS/IDS (intrusion detection/prevention systems) that provide real-time, zero-day protection from network attacks and malicious traffic. With four different models and two deployment options, Strata Guard protects your enterprise from the network perimeter to the core, including remote and internal segments.

Strata Guard employs six distinct attack-detection technologies for comprehensive network protection. With signature-based and behavior-based attack detection, deep packet inspection, and protocol anomaly analysis, Strata Guard terminates network-, application-, and service-level attacks including worms, Trojans, spyware, port scans, DoS and DDoS attacks, server exploit attempts, and viruses before they infiltrate the network and cause real damage.

Beyond blocking malicious attacks, Strata Guard enforces your network usage polices and can block peer-to-peer file sharing, instant messaging, chat, prohibited browsing activity, and worm propagation. It detects anomalous activity such as spoofed attack source addresses, TCP state verification, and roque services running on the network.

Highly automated, Strata Guard is designed for ease of use and streamlined administration and management. Through its multilayered Dynamic Attack Qualification™ technologies, Strata Guard eliminates false-positives. Its multinode, multi-user management capabilities allow for enterprise-wide deployments and provide appropriate levels of control for the full range of users requiring access to security data.

www.Processor.com/Still2

361 Centennial Parkway, Suite 270 Louisville, CO 80027

Phone: (303) 381-3800 Fax: (303) 381 3881



_Manufacturer Presentation _

Communications - Network & Systems Mgmt. Advertisement

Complete VoIP Lifecycle Management

Unlike current VoIP management solutions, Packet Island's solution enables service providers and VARs to offer VoIP network preassessment, VoIP service monitoring, and VoIP SLA management as branded services at a price point the SME



The Packet Island offering utilizes a carrier-grade SaaS platform, called PacketSmart™, located at a hosting facility and low-cost, plug-and-play, 4"x4" microappliances deployed within each SME network. Accessible from any Internet-connected computer, the PacketSmart™ service allows service providers and VARs to provide network assessment and VoIP troubleshooting services without expensive truck rolls to customer sites. The solution, which supports both SIP and Cisco's

SKINNY-based VoIP installations, provides remote visibility into all aspects of live VolP calls, including:

- Detailed, real-time, per-second granularity graphs of key metrics:
 - MOS estimate of VoIP call leg - Packet loss

 - Jitter
 - Packet Rate - And more...
- Real-Time QoS and payload analysis of media streams
- Live route analysis to help pinpoint router congestion
- Full call flow signaling graphs with full dump of every signaling message

• Traffic flow analysis (voice vs. data)

Packet Island offers a complete service package, including VoIP training and second-level support, for service providers and VARs to start delivering branded VoIP lifecycle management services to the SME market today.

For more information, to learn where to buy, or to become a reseller, please visit the following Web site or contact us directly by email or phone.

www.Processor.com/PacketIsland

email: info@packetisland.com



Phone (650) 492-4858

Communications - Security Advertisement

Trend Micro InterScan Web Security Appliance

Integrated gateway hardware solution protects against threats such as spyware, malware, and phishing and triggers automated damage cleanup



- Comprehensive Web Security
- Antiphishing
- URL Filtering Module
- Leading Virus Protection
- **Antispyware**
- Scalable and Flexible
- Centralized Management and Coordination

InterScan™ Web Security Appliance is a new gateway-based hardware solution with unique capabilities designed to provide enterprise organizations with comprehensive frontline protection against malware and content security threats.

The InterScan Web Security Appliance acts as the first line of defense against threats such as spyware, grayware, viruses, and phishing. It can trigger automatic agentless endpoint cleanup via collaboration with Trend Micro™ Damage Cleanup Services. It also provides malware detection and blocking, URL filtering, antiphishing, and other features to prevent threats such as spyware from entering the network.

The arrival of InterScan Web Security Appliance occurs at a time when spyware and many other content security threats are presenting daunting challenges for IT organizations and end users. For instance, in July 2005 Trend Micro conducted a global survey of enterprise end users that revealed 39% of respondents feel IT can do more to prevent them from falling victim to spyware and phishing. That same year, a survey conducted by IDC revealed that spyware was considered the second greatest security threat among enterprise organizations.

(888) 762-8736 option #4 www.Processor.com/TrendMicro3



Manufacturer Presentation .

Communications - Switch Advertisement

S2410 - 10GbE Data Center Switch

High-Performance, Low-Latency 10 GbE Data Center Switches

The S2410 combines the industry's lowest Ethernet switching latency with industryleading 10 GbE density to provide IT managers with more flexible deployment

- 24-port 10 GbE fixed-configuration 1RU data center switch
- Ultra-low 10 GbE switching latency—300 nanoseconds, comparable to specialty interconnects
- Cost-effective line-rate 10 GbE for data centers

Key Applications

Coupled with the E-Series, which delivers unmatched resiliency and performance, the S2410 enables IT managers to deploy a reliable end-to-end 10 GbE data center solution, spanning from core aggregation to the server or storage edge.

- Low-cost aggregation of 10 GbE uplinks from S50 switch in server racks
- · Ultra-low latency interconnect switch for high-performance cluster computing
- Connects directly to 10 GbE servers
- Low-cost 10 GbE interconnect to network attached storage systems
- Foundation for a virtualized applications model

Key Features

- 24 line-rate 10 GbE ports in a 1RU form factor
 - 20 CX4 ports plus four 10 GbE pluggable XFP or CX4 interfaces
 - 24 XFP interfaces
- · 300 nanosecond switching latency under full load - 64 byte to 10,240 byte frames
- Supports Jumbo frames of up to 10,240 bytes
- Ideal for high-end server connectivity and network attached file servers
- 12 link aggregation groups with up to 12 members per group, using advanced hashing for even traffic distribution
- Up to 16 Port Mirroring sessions





S-Series S2410

www.Processor.com/Force10 866-600-5100

_Manufacturer Presentation _

Communications - Security Advertisement

D-Link® NetDefend™ Unified Threat Management Solutions for SMBs

- Unified Threat Management
- Enterprise-Level Protection
- Secure Remote Access
- Compatible with Check Point Security Services



The new NetDefend security appliances from D-Link are specifically designed for small and medium businesses (SMBs) and offer affordable and easily administered unified threat management (UTM) protection against potential disastrous and costly attacks to the office network.

The D-Link NetDefend DFL-CPG310 (Wireless) and DFL-CP310 (Ethernet 10/100) deliver enterprise-level UTM features in a single device powered by Check Point's advanced Embedded NGX™ with Application Intelligence™ technology and market-leading Firewall-1™ and VPN-1™ software. The inclusion of Check Point's software provides SMB users with complete UTM protection from Internet and network-based threats.

The feature-rich NetDefend secured by Check Point devices are designed to ensure maximum efficiency and security of network bandwidth and allow proper usage of Internet resources, such as instant messaging, peer-to-peer (P2P) file sharing, and File Transfer Protocol (FTP). In addition, D-Link's newest SMB security devices provide protection to all PCs on the network by blocking viruses at the gateway, before they enter the network.

The NetDefend devices also make it easier for company employees to securely access the office network from remote locations using the VPN capabilities. They also allow for business expansion as VPN usage



.Manufacturer Presentation **.**

Communications - Switch Advertisement

Asante IntraCore 36524 & 38480

Asante IntraCore 36524

www.Processor.com/Asante

Increases Data Flow, Security, and Network Efficiency

This high-performance Layer 3 routing switch, optimized for business and campus LAN or intranet, provides both wirespeed Ethernet routing and switching services. The Intra-



Core 36524 can route the traffic between isolated subnets, increasing network throughput, as well as security and efficiency.

The IntraCore 36524 routing switch supports a variety of Layer 3 routing protocols and Layer 4 features, allowing it to look deeper into the packets to perform smart filtering functions. It also has advanced traffic control, based on L2-L7 data of incoming

With 24 ports, the Asante IntraCore 36524 routing switch has a higher port-density count than its predecessor, the IntraCore 35516. As a result, network administrators can divide the network into more network segments. Each segment can provide more bandwidth with less network traffic congestion.

Asante IntraCore 38480

www.Processor.com/Asante2

Advanced Layer 2+ Switch Features Full-wire Speed with Minimized Latency

The IntraCore 38480 has a high-density port count of 48 10/100/1000 copper ports, plus four Combo ports for adding fiber via SFP MiniGBIC module. Designed to be a space-saver in



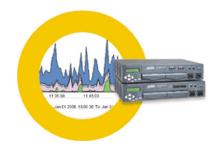
the rack and wiring closet, it can also eliminate cross switch traffic. Boasting an impressive 96-Gigabit switching fabric, the IntraCore 38480 supports full-wire speed on all ports. It has advanced traffic control based on L2-L7 data of incoming frames.

The IntraCore 38480 supports jumbo frames up to 9k per frame, best for use with multimedia applications and network storage. With additional features such as CoS and IEEE 802.1p traffic prioritization, applications such as VoIP can pass traffic with



Communications - Network & Systems Mgmt. Advertisement

Centralized, Proactive Management Of All Network Traffic



Use NetXplorer for Complete Visibility and Control

Networks are not just about speeds, feeds, and bandwidth capacity. Networks are about providing crucial visibility of network usage, business, and user behavior. Working together, Allot's NetXplorer and NetEnforcer devices combine global visibility, active control, and deep packet inspection (DPI) technology to achieve a level of network intelligence that ensures optimal network performance, security, and management and caters to application, user, and subscriber needs.

Link Between Business Goals and Network Traffic

NetXplorer provides the necessary in-depth insight and analysis to understand networks and directly link between business goals and network traffic and behavior. Facilitating the decision-making process and streamlining network efficiency, NetXplorer is a highly scalable system that uses a single, easy-to-use GUI to deliver unsurpassed network analysis suitable for short-term network troubleshooting or for understanding long-term trend and usage patterns. Control capabilities include simultaneous provisioning of policies and configuration and updating and distribution of data to all managed Allot NetEnforcer® devices.

For Enterprises

NetXplorer provides network visibility that extends beyond the infrastructure and enables the linking of business policies to specific network actions, which is particularly important for managers to ensure mission-critical applications and contain network costs.

www.Processor.com/Allot5

7664 Golden Triangle Dr. Eden Prairie, MN 55344 Phone: (877) ALLOT-CO Phone: (877) 255-6726 Fax: (952) 944-3555



Manufacturer Presentation

Communication - Telephony Advertisement

Digital Enhanced Cordless Telecommunications



The SpectraLink Dect System offers a cost-effective solution for small and medium-sized businesses looking to improve productivity, responsiveness, and mobility in the workplace.

The SpectraLink Dect System consists of three components: Wireless Servers, Base Stations, and Wireless Telephones. The Wireless Servers provide integration with most enterprise telephone systems and are scalable from a handful to hundreds of users. The Dect Base Stations and Repeaters enable easy deployment for wireless coverage throughout any enterprise environment.

Handset options include three different models, all operating in the 1920 - 1930 MHz unlicensed PCS (UPCS) spectrum.

- The SpectraLink Dect 3040 Wireless Telephone includes an 800-number directory, talk/standby time of 16/150 hours, and SMS functionality.
- The SpectraLink Dect 4020 Wireless Telephone is a high-value, cost-effective handset with the durability and dependability required for more rugged work environments.
- The SpectraLink Dect 4040 Wireless Telephone is the most durable of the handsets, offering protection against dust and splashing water (IP 54).

www.Processor.com/spectralink

5755 Central Ave Boulder, CO 80301 Toll-Free: (800) 676-5465 Phone: (303) 440-5330 Fax: (303) 440-5331



_Manufacturer Presentation _

Communications - Security Advertisement

SSL VPN Access Gateway

In today's mobile business environment, your employees, partners, and customers need fast, secure, anytime, anywhere access to applications and corporate resources. The challenge lies in providing it easily and cost-effectively.

The answer is the Array Networks SPX Series—the industry's gold standard for SSL VPN. Engineered from the



ground up for high-performance security and access control, the SPX Series delivers blazing-fast local and remote network access that supercharges productivity and user job performance. Whether working at home or a branch office, a wireless hotspot or kiosk, using notebook PCs, PDAs, or cell phones, workers can quickly and easily access email, file shares, and applications just as if they were at the office. No waiting for pages to load. No frustration. No complaints.

IT management will also find plenty of reasons to rave. Leveraging SSL, SPX Series SSL VPNs deliver all of the advantages of IPSec without the usual client installation and management headaches. What's more, the SPX Series features unparalleled safeguards for protecting business-critical resources. With Array's industry-leading encryption, endpoint security, and application-layer filtering, uploads, downloads, and access to data are tightly controlled based on the IT administrator's comfort level for a given user, device, or access environment.

With support for up to 64,000 concurrent users on a single system, the Array SPX Series is capable of serving as an access gateway for both temporary and established connections, inside or outside the corporate perimeter, fixed or wireless. Up to 256 fully secure virtual portals, again, on a single system, enables instant DMZs and tailored intuitive interfaces to meet the specific needs of each and every employee, business unit, customer, and partner.

Security and performance are assured for all users, while TCO is greatly reduced through rock-bottom cost-per-user and dramatic improvements in management efficiency. Access, security, performance—the SPX Series delivers it all.





1371 McCarthy Blvd Milpitas, CA 95035 Phone: (408) 240-8700 Fax: (408) 240-8753

_Manufacturer Presentation _

Communications - Serial Networking Advertisement

Four-Port Serial Server



The EtherPathX4 is a four-port serial server for Ethernet LANs. The EtherPathX4 connects any async serial device through a LAN and between LANs via routers. The EtherPathX4 will also connect other serial devices, such as remote data collection terminals, SCADA RTU/Host systems, UPSes, bar code scanners, alarms, access control, timeclocks, climate control devices, and serial management ports, directly to an Ethernet network.

The EtherPathX4 supports TCP/IP, allowing the necessary data connection across networks as well as connections between hosts on a network and the device attached to the EtherPathX4 server.

The EtherPathX4 supports serial interface speeds up to 230Kbps. The EtherPathX4 can automatically open connections when it powers up, eliminating the need for a manual request. Modem controls (RTS/CTS) and Xon/Xoff are also supported. If the connection is lost, the EtherPathX4 will automatically reconnect when the LAN path is again available.

www.Processor.com/DCB2



2949 County Road 1000 E Dewey, IL 61840 **Phone: (800) 432-2638** Fax: (217) 897-1331

primary functions:

Local Office Survivability.

functionality is restored.

MultiVOIP SS gateway.

environments.

2205 Woodale Drive

Mounds View, MN 55112 Toll Free: (888) 288-5470

handset to provide inbound/outbound calling.

Communications - Telephony Advertisement

Add SIP Survivability to Remote Offices

For the company ready to transform over to pure distributed IP telephony, the

MultiVOIP™ SS survivable SIP Gateway is a viable solution for your remote offices. It integrates seamlessly with a central SIP server and provides the

branch office with reliable, mission-critical phone connectivity and local office

presence by delivering WAN/LAN failover survivability. It provides three

WAN Failure. In the event of a WAN failure, the MultiVOIP SS gateway

automatically redirects calls through local PSTN trunks connected to the

gateway, allowing the office to maintain critical communications until full

LAN Failure. In the event of a LAN failure, inbound/outbound calls can

still be made via analog phones or PSTN lines directly connected to the

Power Failure. In the event of a power failure, the MultiVOIP SS gateway

provides emergency transfer failover survivability to an analog phone/fax

• PSTN Trunking. By connecting a PSTN line directly to the gateway, the

remote office can establish a local office presence with access for emer-

ATA Functionality. The MultiVOIP SS gateway functions as an analog

gency calls, such as 911, as well as normal inbound/outbound local calling.

telephone adapter (ATA), adapting analog phones and fax machines to IP

So, if you're ready to migrate your office to pure distributed IP telephony,

www.Processor.com/Multi-Tech4

_Manufacturer Presentation _

Communications - Wireless Advertisement Access **Business-Specific Features**

Key Features

- · Clustering functionality makes adding additional access points (APs) to your network "turnkey"—security settings and other operational parameters are securely downloaded into each new AP automatically
- Dynamic Channel Planning and Auto Channel Selection simplifies initial channel assignments and assure APs maintain optimal channel configuration
- Easily managed with Web interface, Telnet, and SSH or through third-party SNMP-capable management software
- Neighborhood AP Detection assures you know what other APs are within range of your network
- Network health monitoring, including: Status, throughput, security, RF interference, connected clients, and more
- · Wireless Multimedia (WMM) QoS support for prioritizing bandwidth for delay-sensitive applications such as VoIP
- · Multicast support for streaming video/audio
- · Load balancing shares the connectivity load evenly across multiple APs
- Advanced wireless security suite: WiFi Protected Access 2 (WPA2)/802.11i, WPA, and 64/128-bit WEP encryption
- Complete compatibility with standard 802.11b and 802.11g wireless technologies
- Includes Bridge mode for connecting multiple LANs and Repeater mode for extending the reach of wireless networks without running additional Ethernet cables

935 National Parkway Schaumburg, IL 60175 Toll Free: (866) 877-2827 www.Processor.com/USRobotics



_Manufacturer Presentation .

Multi-Tech can help get you there.

Communications - Security Advertisement

The Best Defense Against **Application Threats**

Next-Generation Web Application Security

WebDefend is a next-generation Internet security appliance that provides comprehensive Web application protection to resolve information security challenges such as identity theft, information leakage, regulatory compliance, and insecurely coded applications.

Designed to meet the security requirements inherent in Web applications, WebDefend fills the holes in

network-level security by providing customized, behavior-based app security.

WebDefend's unique architecture allows for a central point of intelligence with flexible, distributed prevention, allowing organizations to leverage investments in existing inline network devices. As a noninline Internet security appliance, WebDefend is easy to deploy, does not introduce network latency, and can not negatively impact production network traffic.

WebDefend Benefits

- Protects privileged information, trade secrets, intellectual property
- Dynamically generates and automatically maintains application security profiles
- Uncovers SSL-encrypted threats
- Provides distributed prevention with its Distributed Detect Prevention Architecture
- Detects outbound as well as inbound threat anomalies with ExitControl™ technology • Provides intuitive GUI and detailed event analysis through the WebDefend Console
- Provides application security against known and unknown Web threats
- Delivers detailed and summary reports for security, compliance, and audit needs

Professional organized criminals are now targeting the theft of valuable data connected to Web browsers. WebDefend's unique combination of automated, comprehensive threat management and flexible threat prevention meets the demands of today's organizations for strong, yet manageable application security.

For More Information: www.Processor.com/Breach



Phone: (760) 268-1924



Manufacturer Presentation **_**

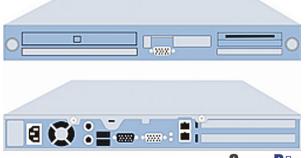
Communications - Security Advertisement

Securing Database Information

Nonintrusive, high-performance, enterprise-class appliance

SecurDB™ provides database security and stops "authorized misuse" of business information through policy-based intrusion detection, prevention, and compliance auditing. It fortifies regulatory compliance through an intelligent policy engine, automated audit reporting, and forensic capabilities.

External hackers and authorized insiders pose a significant threat for corporations and government agencies that are under increasing regulatory requirements to safeguard sensitive client information. With high-profile security breaches regularly making news, protecting critical



Strong Bax

database information is more challenging than ever. SecurDB significantly improves database security by stopping authorized misuse, which is the intentional or unintentional misuse of information by users with proper credentials.

SecurDB is a policy-based security appliance that proactively mitigates unauthorized database activities. As part of an organization's BIA strategy, SecurDB has zero impact on the existing IT infrastructure and simplifies and automates previous manual processes, making it a cost-effective security solution.

> For more information about SecurDB™, visit www.Processor.com/Crossroads



Phone (866) 289-2737 or (512) 349-0300 11000 N. Mo-Pac Expressway • Austin, TX 78759

End Nodes - Server Advertisement

Performance Technologies CPmpactPCI

Performance Technologies' offers the world's first CPmpactPCI 2.16 computer blade based on 64-bit single- and dual-core AMD Opteron processors. Designed to run Linux, Solaris, and Windows operating systems, it is an ideal computer for high-end packet processing or multithreaded software applications found in wireless, softswitch, defense, and other computer-intensive applications

The CPC5564 is designed for use with Performance Technologies' complete line of Advanced Managed Platform products. The Advanced Managed Platform is the basis of a family of application-ready, fully managed platforms, allowing system designers to build NEBS-compliant, highly reliable solutions that combine state-of-the-art switching, system management, and a full line of slot components and software.

Volume Pricing starts at \$2,995.



For More Information on the new SEGway[™] 6300 Compact-STP, please Visit www.Processor.com/Performance or Call (585) 256-0200



_Manufacturer Presentation _

End Nodes - Storage Advertisement

Ultrastor™ - IP SAN Storage System

Ultra Fast & Flexible Host Engine from Fibre Channel, iSCSI, and SCSI RS 16 IP - 10/100/1000



Enterprise RAID Performance

The original UltraStor product line capitalized on Enhance Technology's hybrid storage expertise by combining IDE disk drives with either a SCSI or Fibre Channel host interface. The UltraStor IP utilizes newer, faster Serial ATA 3Gbps disks and is powered by the latest microprocessor to deliver up to 220MBps over a Gigabit Ethernet network, enough bandwidth to exceed the demanding requirements of many network-based applications. With UltraStor IP, Enhance has created a product that supports multiple hosts and runs on both the Windows and Mac OS platforms while offering easy configuration and integration into virtually any hardware or software environment.

Key Features Include:

Hybrid Serial ATA disk-based storage, compatible 1.5 and 3Gbps disks Embedded hardware RAID controller with dual GbE ports

2U modular rack design easily integrates into existing storage infrastructures 2 GbE full iSCSI offload with load-balancing and failover

One logic volume shared by as many as 16 hosts

Windows VDS/VSS/MPIO support, host access control, and CHAP Easy LCD control, Remote monitoring, and RAID management over TCP

Full iSCSI Benefits

The UltraStor IP system has dual GbE ports, supporting full iSCSI offload with load-balancing and failover and one logic volume shared by as many as 16 hosts. Other new features introduced in the UltraStor IP system include MPIO support, S.M.A.R.T. disk monitoring, target authorization via IP address, and Jumbo frame support.

UltraStor Product Availability and Host Flexibility

UltraStor IP is available for immediate delivery in the form of a 2U eight-disk RS8 IP model, which has the storage options of 1TB, 2TB, or 4TB; the 3U 16 RS16 IP model can go up to 8TB.



www.Processor.com/Enhance Phone: (562) 777-3488

Fax: (562) 777-3488

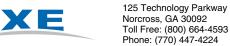
Data Collection

www.Processor.com/LXE



The MX7—tough enough for your warehouse, yet comfortable enough for scan-intensive applications.

- All-range bar code scanning offers additional efficiencies with the ability to collect data from 4" - 40'
- 802.11b/g radio and Bluetooth option
- Voice-enabled with ToughTalk™ Technology, so you can use the MX7 for both voice-directed and traditional bar code scanning applications



KVM

www.Processor.com/i-Tech75

Rackmount LCD Drawer w/KVM Over IP

\$1900 New Product!



i-Tech SuperStore for Rackmount LCD Console Drawer

- 15", 17", 19" & 20" is also available
- Optional with 8/16 ports KVM
- New integrated with Remote Access via CAT5 and via IP
- New SUN Solaris Rackmount Keyboard

Free Grd Shipping for all Rackmount LCD KVM Drawers!



30081 Ahern Ave Union City, CA 94587 Phone: (888) 483-2418 Fax: (510) 372-2736

KVM

www.Processor.com/Rose5



Remote Server Management - UltraLink™

- Connect to remote computers by Ethernet or dial-up
- Secure encrypted operation
- Scaling, scrolling, and auto-size features
- Available in one, two, and four user models
- Local KVM port to access computers at UltraLink unit
 Up to 1280 x 1024 resolution, suports all platforms



10707 Stancliff Road Houston, TX 77099 Phone: (800) 333-9343 Fax: (281) 933-0044

KVM

www.Processor.com/Rose4



Multi-User KVM Switch - UltraMatrix™E-series

- Connect 1,000 computers to multiple user stations
- PC or multiplatform (PC/Unix, Sun, Apple, others)
 Advanced visual interface (AVI)
- Advanced visual interface (AVI)Powerful, expandable, low cost
- Free lifetime upgrade of firmware
- Security features prevent unauthorized access



10707 Stancliff Road Houston, TX 77099 Phone: (800) 333-9343 Fax: (281) 933-0044

KVM

www.Processor.com/Rose2



UltraConsole™

- Connects up to 1,000 computers to a KVM station
- Compatible wtih Windows, Linux, Solaris & other OSes
- Connects to PS/2, Sun, USB, or serial devices
- Security features prevent unauthorized access
- Full emulation of keyboard and mouse functions for automatic, simultaneous booting. Easy to expand.



10707 Stancliff Road Houston, TX 77099 Phone: (800) 333-9343 Fax: (281) 933-0044

KVM Accessory www.Processor.com/Arise2





- 15"or 17" TFT Color LCD
- Trackball or Touchpad
- 6U/8U Panel Mount AvailableOptional KVM Switch Functions



453 Ravendale Drive Mountain View, CA 94043 Phone: (650) 428-0868 Phone: (781) 937-9888

End Nodes - Media Degausser Advertisement

V6000 HDD Max High-Powered, High-Volume Eraser For Hard Drives

The vulnerability of information stored on PC hard drives is a recognized security risk. Unlike most other PC data storage media, the hard drive usually stays with the PC. Every time a PC leaves a company's control, all the data and company information will go with it. Even if the hard drive breaks down, the storage platters will still contain information that could be read once repaired. The V6000 HDD Max alleviates all of these problems.



The V6000 HDD Max is a state-of-theart, one-pass conveyor degausser designed for the volume erasure of hard drives. The specially designed highintensity coils ensure complete erasure of hard drives in large quantities, perfect for IT logistic and security providers.

The performance of the V6000 HDD Max will satisfy requirements for large volumes of hard disk drives to be erased. Hard drives are placed on the belt and guided through the 5000 gauss erasure field. Up to 300 hard drives can be erased per hour.

Safety: With safety in mind and to meet the latest ICNIRP Magnetic Exposure Guidelines, the V6000 HDD Max can be operated remotely via an umbilical button.

For more information: www.Processor.com/VeritySystems

Verity Systems Inc.

5441 Merchant Circle

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_Manufacturer Presentation _

End Nodes - Storage Component Advertisement

New DataPort 25 'Mobile & Secure' Removable 2.5-inch Drive Enclosures

The DataPort 25 makes 2.5-inch hard drives removable from any standard 3.5-inch bay such as the floppy bay in PCs and servers, making it ideal for data backup, data transporting and archiving, or applications such as mobile computing and surveillance.

New DataPort 25 'Mobile & Secure' Drive Carriers combine the benefits of both removable drives and rugged external storage devices. Operating at full transfer rates while in the bay, the new carriers also allow users the versatility to take their data elsewhere and access via USB or FireWire without the tether of a power cord. Optional encryption provides ultimate data security.



CRU-DataPort offers several removable drive carriers to choose from and a universal frame that supports them all:

Standard Carriers accommodate two PATA or SATA drives to double capacity or create a palm-sized RAID for data integrity or improved performance.

USB or a combination of USB & FireWire are available for ultimate flexibility in remote data access.

Add hardware-based full disk encryption for real-time encryption of the entire disk contents while using no system resources.

- · Drive Carriers lock into frame for security
- · LEDs indicate drive activity, power-on status, and system errors
- Heavy-duty stainless steel construction
- 25,000 insertion-rated connectors



Contact CRU-DataPort

1000 SE Tech Center Dr., Ste. 160 Vancouver, WA 98683 1-800-260-9800

www.Processor.com/CRU-DataPort15

Tablet

www.Processor.com/Xplore4



iX104C2DV Dual Mode with Allvue™ - a durable mobile computer that offers users both active stylus and finger touch input, as well as the optically enhanced Allvue™ display, all in a single product offering.

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End Nodes - Storage Advertisement

iVivity's Application-Specific **10Gbps iSCSI Host Bus Adapter**

Leveraging its iDiSX 2000 storage network processor architecture, iVivity created a full 10Gbps application programmable iSCSI, TCP/IP, and UDP Host Bus Adapter (HBA) for array, appliance, and server OEMs.

The 10Gbps full line rate throughput, very high IOPS, and low power characteristics combined with the standards-based programming power of iVivity's iDiSX 2000 HBA provides OEMs with an easily integrated, superior means of differentiating their iSCSI array and appliance systems—improving application performance and functionality without changing their system architectures.

The iDiSX PCI-X Host Bus Adapter provides full network protocol controller functionality along with standards-based programmability that can be used to enhance the performance and functionality of a wide variety of applications, including CDP, VTL, snapshots, data migration, virtualization, and WAN optimization. Basic capabilities include:

- Accelerated Full ISCSI/UDP/TCP/IP processing at wire-speed for 10Gbps and multiport 1Gbps
- Initiator and Target capability for supported storage protocols
- Embedded MIPS processor with Linux and standards-based SDK
- · Ability to manipulate data and metadata on the fly



For More Information, Visit www.Processor.com/iVivity



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_Manufacturer Presentation _

End Nodes - Monitors & Displays Advertisement

Smart Board Interactive Whiteboards

The new SMART Board 600 series interactive whiteboard available to the public on April 17th are creating magical moments in thousands of boardrooms, briefing rooms, and classrooms in more than 75 countries.

Do more

- Experience more
- Grow more

More space, with larger screen sizes. More style, with a new design.

More options, with new USB speakers and an expansion slot.

Inspired by feedback from our customers, the new SMART Board 600 series interactive whiteboard lets you do more than ever before. Combining the same great features that people love with new expandability options, it's limited only by your imagination.



Highlights:

Touch to control your computer

Write, erase, and perform mouse functions with your finger, a pen, or an eraser—you need no proprietary tools.

Pick up a pen and write

Use the pen or the eraser and the pen tray automatically detects which tool you've selected. Buttons activate the on-screen keyboard, right-click, and help function.

Save your ideas

Capture your work to SMART Board software as a screen shot that you can edit or save your notes directly into several software applications, including Windows versions of Microsoft PowerPoint, Word, and Excel, or into AutoCAD software.



Technologies

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Network Attached Storage

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Express Stor is a multifunction appliance that provides a consolidated management point for controlling primary and secondary storage. It acts as a centralized NAS that more efficiently accesses, shares and distributes information across the enterprise and provides high-speed access to large data stores. Users easily find data and share files among various operating systems.



45 Skyline Drive Lake Mary, FL 32746 Toll Free: (800) 228-0891 Phone: (407) 472-6000

Network Attached Storage

www.Processor.com/SmartDisk



The SmartDisk NAS drive is a simple-to-use, affordable network drive. The external drive includes its own 10/100 Ethernet connectivity allowing you to plug the drive directly into your network. The drive then appears as a local drive to each computer connected to your network. The drive comes in a 250GB version for \$279.99 and a 400GB version for \$379.99. www.Processor.com/SmartDisk



12780 Westlinks Drive Fort Myers, FL 33913 Phone: (239) 425-4000 Fax: (239) 425-4009

Storage Area Network

www.Processor.com/AMI



StorTrends® 3100i is a 3U Dual Dialect™ storage appliance that is used for both NAS and IP SAN storage. It has 15 hot-swap SATA drive bays, hardware RAID support and capacity of up to 7.5 TB. iSCSI support allows file data and block applications, such as Exchange, SQL Server and Oracle, to be deployed or stored on the same server as traditional file services and storage. www.Processor.com/AMI



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Storage Component www.Processor.com/iVivity



iDiSX 2000 - 10Gbps Ethernet iSCSI Host Bus Adapter iVivity's full 10Gbps application programmable iSCSI, TCP/IP, and UDP Host Bus Adapter (HBA) for array, appliance, and server OEMs. The iDiSX 2000 HBA offers 10Gbps full line rate throughput, very high IOPS, and low power characteristics combined with standards-based pro-



gramming power.

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End Nodes - Mobile Advertisement

True Workstation Replacement Notebook

The Eurocom M590 Emperor introduces the industry to many firsts (19-inch LCD, SLI, and Turion 64) in the notebook market. The primary purpose in its creation was to create a true Workstation Replacement Notebook that could incorporate the largest screen and video power in a single portable solution.

Featuring the largest, most spectacular 19-inch Widescreen WSXGA+ 1680 x 1050 pixels resolution display with a 16:9 aspect ratio ever to grace a portable, engineered into the most luxurious, powerful, and ultra-desirable fully featured 64-bit EUROCOM Supernotebook ever built. World's First notebook powered by NVIDIA nForce4 chipset and by the fastest 64bit Mobile Turion64 processor; featuring NVIDIA's revolutionary SLI Video Technology with two NVIDIA GeForce Go7800GTX GPUs equipped with 256MB of superfast GDDR3. The best high-end professional fully upgradeable Supernotebook is coming to the market. The 290-nits brightness ensures that even in direct sunlight you can see the display clearly.



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Accusys InnerRaid RAID 1 + Backup Kit



The ACS76510/ACS76500 is a three-disk SATA-SATA/PATA-PATA RAID kit in which two disks are mirrored to protect working data and the other disk is a backup disk preserving a data image created at a specific point in time. The back up function set-up is either manually from the GUI or automatically according to the schedules set by

the user. Under 1+backup, the data can be protected from not only disk failure but also logical failures, such as virus attack, mistaken file deletion, and inappropriate changes of system configurations. As the backup disk preserves a complete image of the original data set, it can be used for restoring data as well as system configurations.

Product Benefits:

- OS independent kits (driverless design)
- · Direct connect interface (SATA or PATA)
- Simple (disk to disk) data to data backup
- User-friendly GUI
- · Excellent customer service
- · Compatibility guaranteed
- Easy Integration
- · Two functions in one unit
- Dual Data Protection

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Storage Component

www.Processor.com/areca



PCI-Express SATA II 3Gb/s RAID Controller

Featuring RAID 6 and also 0, 1, 0+1, 3, 5 and JBOD 4, 8, 12, 16, 24ports, Intel I/O Processor, DDR Memory Online RAID Level/Stripe Size migrations, Online RAID Capacity expansion and RAID level migration simultaneously, NCQ and Staggered Spin-up Support, Battery Backup ready, I2C, Full OS Support.



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The 1st SATA RAID 5 **Hot-swap Midtower** Chassis in the World!



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National Instruments has the industry's first PXI chassis and controllers based on PCI Express signaling, delivering up to 1Gbps per slot dedicated bandwidth. The new chassis and controllers add capabilities from the latest PXI specification, which defines PXI Express to increase PXI bandwidth by 45 times, to integrate the industry's best timing and synchronization, and to preserve compatibility.



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Data Comm Component

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Quad-Port Gigabit Ethernet Interface Card

The SlotOptimizer™ is a perfect solution for use in conjunction with early ATCA processor blades, which have few or no native faceplace Ethernet ports. It is best suited for applications requiring multiple ports directly connected to the processor blade, including both telecom-oriented and general-purpose computing platforms.



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End Nodes - Storage Advertisement

Winchester 24-Drive SATA Array with RAID 6 Data Protection

Supports up to eight hosts and 12TB in one enclosure.

The SATA-based RAID array lowers the cost per gigabyte of

RAID-protected SATA storage while offering high-reliability features such as N+1 power. enterprise-class SATA disks, and RAID 6 for added data protection.



The FlashDisk SA-4500 supports redundant 64-bit RAID controllers with dual Ultra320 SCSI host connectivity or up to eight Fibre Channel hosts and has high-availability features, including the new FlashDisk RAID 6 protection. The SA-4500 implements RAID 6 in hardware using a high-speed XOR engine on a dedicated ASIC, enabling FlashDisk SATA to maintain a RAID 5 level of performance with RAID 6 protection against multiple drive failures. Additional high-availability features include redundant I/O modules, cooling, power supplies, and BBUs. Every FlashDisk data storage solution includes the FlashConsole appliance, providing complete centralized management using any browser-based workstation on the LAN. FlashAlert, a 24hour "call-home" remote monitoring and alert service is also included for one year.

List pricing starting at less than \$30,000 MSRP



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Linux NAS Storage Aberdeen Expands the AberNAS Line of Enterprise-Class Storage Appliances to Include Linux



- Up to 4TB of Pure Storage Capacity
- Up to eight Hotswap Drives w/SATA II 3Gbps transfer
- Single RAID Array w/o Limitations
- Browser-based Hardware **RAID Manager**
- RAID 0, 1, 5, 6 Configurable
- Virus Resistant Operating System
 - iSCSI Target Capable
 - NAS-2-NAS Replicator
 - Custom GUI Management Interface
 - PCBackup Utility

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View our line of Linux AberNAS appliances at

Aberdeen is proud to be the first company to provide both Linux-based NAS and Windows-based NAS. The newly added Aberdeen AberNAS Linux appliance storage servers deliver enterprise-class network-attached storage that can optimize IT departments from a startup small business to the largest of IT environments.

The AberNAS Linux-based line of NAS servers can provide the best cost/GB ratio in the market with a 1U 2TB unit of pure storage up to 4TB 2U models. As an enterprise-class NAS appliance, the AberNAS can deliver a robust open storage platform with centralized management of network storage. It supports mission-critical applications with cluster capability, replication, high-speed backup utilities, and most impressively, a custom GUI management interface.

The Aberdeen AberNAS Linux-based storage appliances allow IT managers to enjoy the benefits of a feature-rich, high-performance network attached storage without the high cost of ownership or sacrificing on security.



For more info, please call 888-300-5545

_Manufacturer Presentation .

End Nodes - Storage Advertisement

New Eight-Port RAID Adapter Targets High-Density & Space-Limited Rackmount Server Environments



MegaRAID® SATA 300-8XLP

The MegaRAID SATA 300-8XLP is the latest addition to the LSI Logic family of SATA RAID solutions. Offering data transfer rates of up to 3Gbps per port in a low-profile form factor, the MegaRAID SATA 300-8XLP addresses the growing demand for RAID in high-density rackmount chassis environments. Also, with the addition of individual drive activity and fault LED headers, users can view status of hard drives through LEDs on the chassis.

In addition to 3Gbps SATA transfer rates, the eight-port MegaRAID SATA 300-8XLP features a 133MHz PCI-X host interface, 128MB DDR cache memory, remote battery backup support, and backward compatibility with all SATA 1.5Gbps drives. Other key features include support for Native Command Queuing (NCQ) and enclosure management (SAF-TE) allowing for higher performance and increased reliability and availability.

The management software suite included with the adapter includes powerful management tools that let users efficiently configure, monitor, and manage RAID systems locally or over a network. The MegaRAID SATA 300-8XLP offers a wide range of OS support, including Microsoft® Windows® Server 2003/2000/XP, Red Hat® AS Linux®, Novell® Netware®, SuSE® Professional Linux®, and Linux® Enterprise Server (SLES) and FreeBSD®.



Learn more at www.Processor.com/LSI or call us at 866-574-5741

_Manufacturer Presentation _

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- Storage virtualization
- Snapshots
- Mirroring
- Remote replication
- Storage provisioning
- Automated capacity growth
- Database agents

iQ2280 4Gb FC-SATA II Storage System

High-performance storage with enterprise-level features

The iQ2280 storage system from iQstor delivers the high performance and reliability required by today's demanding applications, at an affordable price. iQstor's iQ2280 Storage System is a self-contained storage system that brings an intelligent, yet affordable solution to small and midsized companies. Combining proven enterprise-level features with cost-effective Serial ATA (SATA) disk drives, the iQ2280 delivers efficient storage growth, scalability, data protection, and storage automation—at a price point that's dramatically less than comparable Fibre Channel solutions.

The iQ2280 enables storage administrators to quickly and cost-effectively optimize storage solutions for diverse fixed-content applications in digital media and imaging and near-line and archiving applications for financial, legal, and educational institutions. Each iQ2280 supports up to 15 SATA disk drives providing 7.5TB of storage capacity (with 500GB drives). Additionally, as storage management requirements evolve, administrators have the option of enabling enhanced storage services such as virtualization, snapshots, mirroring, storage provisioning, remote replication, and automated capacity arowth.

The iQ2280 is a full-featured storage system, providing maximum flexibility, scalability, and cost-effectiveness for business, large and small. With all key internal components being hotswappable and redundant, the iQ2280 ensures data protection and delivery to keep business-critical applications running smoothly. iQstor's iQ2280 delivers a robust and economical SATA solution with the availability, manageability, data integrity, and enterprise-level functionality that, until now, have only been available to enterprise users.

www.Processor.com/iQstor7 800-497-5758



End Nodes - Storage Advertisement

- High-performance and highly available 4Gb FC SBOD solution
- Modular storage components to optimize and scale the storage infrastructure
- Comprehensive and simple storage resource management interface
- Point-to-point drive connection
- · Reduced latency



J2880 4Gb Fibre Channel Switched JBOD

An easy-to-implement and easy-to-use disk expansion enclosure, iQstor's J2880 Switched JBOD (SBOD) disk enclosure delivers a scalable yet reliable solution for a variety of business applications. As a modular component, the J2880 SBOD enables IT administrators to quickly and cost-effectively optimize storage solutions for changing application and network environments by using a "building block" approach. Easily connected to RAID subsystems, each J2880 SBOD scales to 2.2TB with 15 x 146GB FC disk drives or 7.5TB with 15 x 500GB SATA disk drives, allowing the creation of very large tiered-storage SAN systems as needs arise. With fully redundant, hotswappable components such as disk drives, power supplies, cooling modules, and Fibre Channel hubs, the J2880 ensures reliability and high availability. The J2880 supports the latest Fibre Channel 4Gb interconnect in switched dual loops, is backward compatible to 2Gb FC-AL, provides redundancy, delivers performance of up to 800MB/ second and can be configured with either FC or SATA II disk drives.

Advanced FC Switching

Instead of the traditional FC drive loops, the J2880 SBOD deploys an advanced FC switch technology to deliver a point-to-point switch connection between each drive and the storage controllers.

Comprehensive In-Band Management

The J2880 SBOD delivers unique and comprehensive storage management and diagnostics services to increase storage efficiencies.

Storage Investment Protection

The J2880 SBOD delivers significant performance improvements and is a wise selection for companies seeking to implement storage solutions that are easy to deploy and easy to manage.



www.Processor.com/iQstor8 800-497-5758

_Manufacturer Presentation _

End Nodes - Server Advertisement



Stratus ftServer W Series 5700 System

The ftServer® W Series 5700 system from Stratus Technologies is the industry's first fault-tolerant server to use Dual-Core Intel® Xeon® processor technology. The two-way server (with eight processing execution cores) provides 99.999% uptime and is ideal for enterprise business processing and multitasking applications.

The ftServer 5700 supports the Microsoft® Windows® Server 2003 Enterprise Edition operating system and uses Stratus-engineered chipsets and the company's patented Continuous Processing® technology to bring premier continuous availability to decentralized mission-critical computing.

The server is available with the Virtual Technician module (VTM), a fault-tolerant remote access controller that connects to the fully fault-tolerant Stratus® ActiveService™ Network to help ensure the highest reliability possible. The ftServer 5700 also supports the Stratus Active Upgrade™ technology for online patching, hotfixes, and upgrades.

PROCESSORS

Logical processors 2-way SMP

Processor Dual-core Intel® Xeon™ processor 2.8GHz

Cache 2MB iL2 per core Frontside bus 800MHz

MEMORY

Min/max memory 2GB/16GB DDR2

I/O SUBSYSTEM

PCI-X slots 6 x 64/100

STORAGE SUBSYSTEM

SATA drives supported 400GB (7200rpm); 74GB (10,000rpm)

Base system drive slots (SATA) 6 Expansion drive slots (FC) 12

www.Processor.com/Stratus



Stratus Technologies U.S. Operations 111 Powdermill Road Maynard, MA 01754-3409 978-461-7000

_Manufacturer Presentation _

End Nodes - KVM & Console Access Advertisement

KVM.net

IP Solutions for the KVM network

Centralize Management of IP Access to the KVM Network KVM.net is an IP access management solution for the enterprise environment. It centralizes management of access to servers and network devices, unifying administration of KVM/IP targets, devices and users across geographic locations.

KVM.net manages the KVM network for businesses with large numbers of servers, network

devices, and remote access users that need to be managed centrally. Examples include distributed data centers, testing labs, and lights-out facilities.

Access all your servers via a single IP address

KVM.net gives IT managers and administrators a unified view of their KVM infrastructure. It manages IP access to the data center servers and devices, even if the KVM network is distributed across many physical data centers.

The intuitive, browser-based GUI provides complete transparency for users regarding location, topology, and configuration. Users simply log on to a single IP address that routes them to their assigned targets, and that's all they see.

Secure your KVM IP network

KVM.net's Access Rights Management System is designed to align with existing authentication mechanisms. Sessions are secured using standard 128-bit

Security is implemented in three places: between the user and the KVM.net Manager, between the user and the connected IP gateway, and between the KVM.net Manager and the IP gateways.



www.Processor.com/Minicom

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Minicom Advanced Systems Inc. 414 North Wood Ave. Linden, New Jersey 07036

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End Nodes - Components Advertisement

National Instruments High-Performance PXI Chassis & Controllers Increase Dedicated Bandwidth Up To 1Gbps Per Slot

National Instruments developed the industry's first PXI chassis and controllers based on PCI Express signaling, delivering up to 1Gbps per slot dedicated bandwidth. Engineers can use the new PXI Express chassis and controllers to improve performance for PXI systems and integrate high-bandwidth PXI Express modules as they become available. The new chassis and controllers add capabilities from the latest PXI specification, which defines PXI Express to increase PXI bandwidth by 45 times, to integrate the industry's best timing and synchronization, and to preserve compatibility with existing software and more than 1,000 PXI modules. By increasing throughput and improving measurement accuracy, the new chassis and controllers are ideal for high-channel-count, high-throughput, or multimodule applications such as IF streaming, mixed-signal, or image acquisition.

- NI PXIe-1062Q 8-Slot PXI Chassis Accepts PXI and PXI Express Peripheral Modules with Up to 4GBps System Bandwidth
- NI PXIe-8103 Embedded Controller Features a 2GHz Intel Pentium M 760 Processor and Up to 1GBps System Bandwidth
- NI MXI-Express (NI PXIe-PCIe8361/2 and NI PXIe-ExpressCard8360) for Desktop PC and Laptop Control with Up to 250MBps System Bandwidth



Call (800) 531-5066 or visit www.Processor.com/NI For More Information!



End Nodes - Storage Advertisement

Easy-To-Use & Affordable NAS Drive from SmartDisk

This cost-effective storage solution combines the simplicity of a local drive with the functionality of a network attached storage (NAS) system. Supporting both Windows and Mac operating systems, the drive connects to any computer or network via Ethernet 10/100 LAN as well as USB2.0. The SmartDisk NAS drive is easily configured using a standard Web browser and for Mac environments supports Apple's Bonjour™ technology. Printers can be shared via the USB print server.

According to Charles Klinker, vice president of marketing for SmartDisk, "The growth of networks, coupled with content explosion, is fueling consumer demand for more storage—more specifically, shared storage. The consolidation of a family's multimedia content onto one shared drive is a growing trend among households with multiple computers. The SmartDisk NAS was designed for the SOHO network and does not require any LAN certifications to install."

Pricing and Availability

Suggested retail price for the SmartDisk NAS drive is \$279.99 for the 250GB version and \$379.99 for the 400GB version.

For More Information: www.Processor.com/SmartDisk or Phone (239) 425-4000





Manufacturer Presentation

End Nodes - Storage Advertisement

Industry's First SAS HBAs With Integrated RAID

Latest HBAs support both internal and external storage solutions

LSI Logic has four new PCI-X Serial Attached SCSI (SAS) Host Bus Adapters (HBAs), providing the industry with the most complete SAS HBA family available. The newly expanded family now includes the market's first SAS HBAs with hardware-based RAID functionality and is the most comprehensive family of HBAs addressing both the internal and external storage environments.

Specific models now feature Integrated RAID functionality, supporting RAID levels 0, 1, 1E, and 10E (enhanced mirroring) for increased system reliability. Integrated RAID provides a significant advantage over software-based RAID, supporting OS independence and not requiring special drivers. When combined with the high-reliability attributes of

SAS, the new HBAs offer a higher-performance, higher-availability solution for storage environments where a full RAID implementation is not required or is cost prohibitive.

The expanded LSI HBA family now features the industry's only 4-port SAS HBA, the LSISAS3041X-R. In addition, LSI is also shipping two new 8-port kits (LSISAS3442X-R and LSISAS3800X) featuring a selection of internal and external storage connections. Each of these new HBAs represents an industry first and are supported by MyStorage management software. Additionally, all family members utilize the LSI Fusion-MPTTM (Message Passing Technology) architecture to speed OEM development time and increase reliability



www.Processor.com/LSI2 866-574-5741



_Manufacturer Presentation _

End Nodes - Storage Advertisement

VXA - 172 Packet Tape Drive & PacketLoader Tape AutoLoader





VXA-172 Packet Tape Drive:

- · Huge Capacity! Up to 172GB (compressed)
- · Fast Speed! Up to 43GB/hour (compressed)
- \cdot 2x speed and 4x capacity of DAT72/DDS-5
- · Capacity on Demand allows drive to double to 320GB with simple electronic upgrade—an industry first!
- \cdot VXA Tapes offer two cartridge capacities (172GB for \$29 or 80GB for \$15) allowing you to pay only for the capacity you need
- Priced at just \$700 (est. U.S. street)

www.Processor.com/Exabyte

VXA-172 PacketLoader 1x10 1U Tape Autoloader:

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Key applications enabled by the SlotOptimizer 364G include serving GPRS Service Nodes, softswitches, MSC servers, and OAM&P platforms.

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. Manufacturer Presentation _

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Faster SATA Removable D2D Backup Solution

The new Data Express DX115 removable drive enclosures supports up to 3Gbps Serial ATA (SATA) host connections and features Dantz Retrospect® backup software.

D2D backup solutions are rapidly becoming a preferred alternative to traditional tape backup. Compared to tape, D2D backup technology offers higher transfer speeds (performance improve-



ments as high as 200%); lower costs (savings up to 50% over comparable tape solutions); greater ease of use; and 100% accuracy for restored data. The new Data Express DX115 backup solution for 3.5-inch SATA drives increases D2D backup speed with a direct 3Gbps SATA host connection.

"Data Express disk-to-disk backup solutions are designed specifically with unique features intended for small to medium-sized companies considering an alternative to the limitations and hassles associated with tape backup technology," says Diane Noneman, manager of product development for StorCase. "Our DX115 combines a uniquely compact and adaptable carrier design with the cost-effectiveness and latest levels of performance that our customers demand," added Noneman.

Rugged and versatile, Data Express products offer the highest frame-to-carrier interface connector ratings in the industry and exceed operating specification guidelines defined by leading drive manufacturers. Built-in quality details ensure ongoing performance in continuous drive swapping applications and provide the ultimate protection for high-performance drives.

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This new system features the latest in notebook PC technology, such as the new Intel® 945GM chipset, TPM (Trusted Platform Module), and Bluetooth. The chipset supports 667MHz DDR2 SDRAM memory and can be powered by the optional Intel® Core™ Duo mobile processor technology.

Intel Core Duo mobile technology provides greater overall system performance by running multiple tasks simultaneously. TPM ensures greater protection and security, while the integrated Bluetooth technology enables wireless connectivity with a multitude of peripherals.

The TransPort T1300 offers many other enhancements as well. The system features a 14.1-inch wide-screen XGA display with 1280 x 800 resolution providing a sharp, clear picture. Additionally, the notebook incorporates Gigabit Ethernet, which facilitates faster network connection speeds. The 4-in-1 media card reader allows for quick and easy transfer of various media such as memory sticks, secure digital cards, or multimedia cards.

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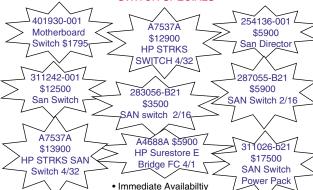
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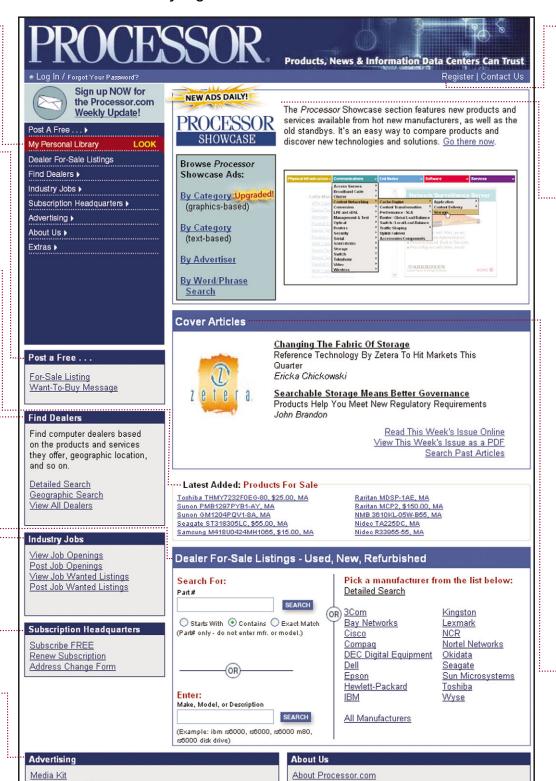
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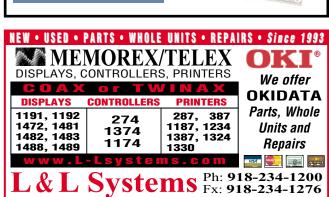
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